

# AMERICAN CATTLE PRODUCER

Volume XVI

DENVER, COLORADO

Number 8



## JANUARY 1935

OFFICIAL ORGAN OF THE  
AMERICAN NATIONAL LIVE STOCK  
ASSOCIATION

PUBLISHED MONTHLY

ONE DOLLAR A YEAR

National Western Stock Show, Denver, Colorado, January 12-19, 1935

# 4,597,361

head of live stock were received at

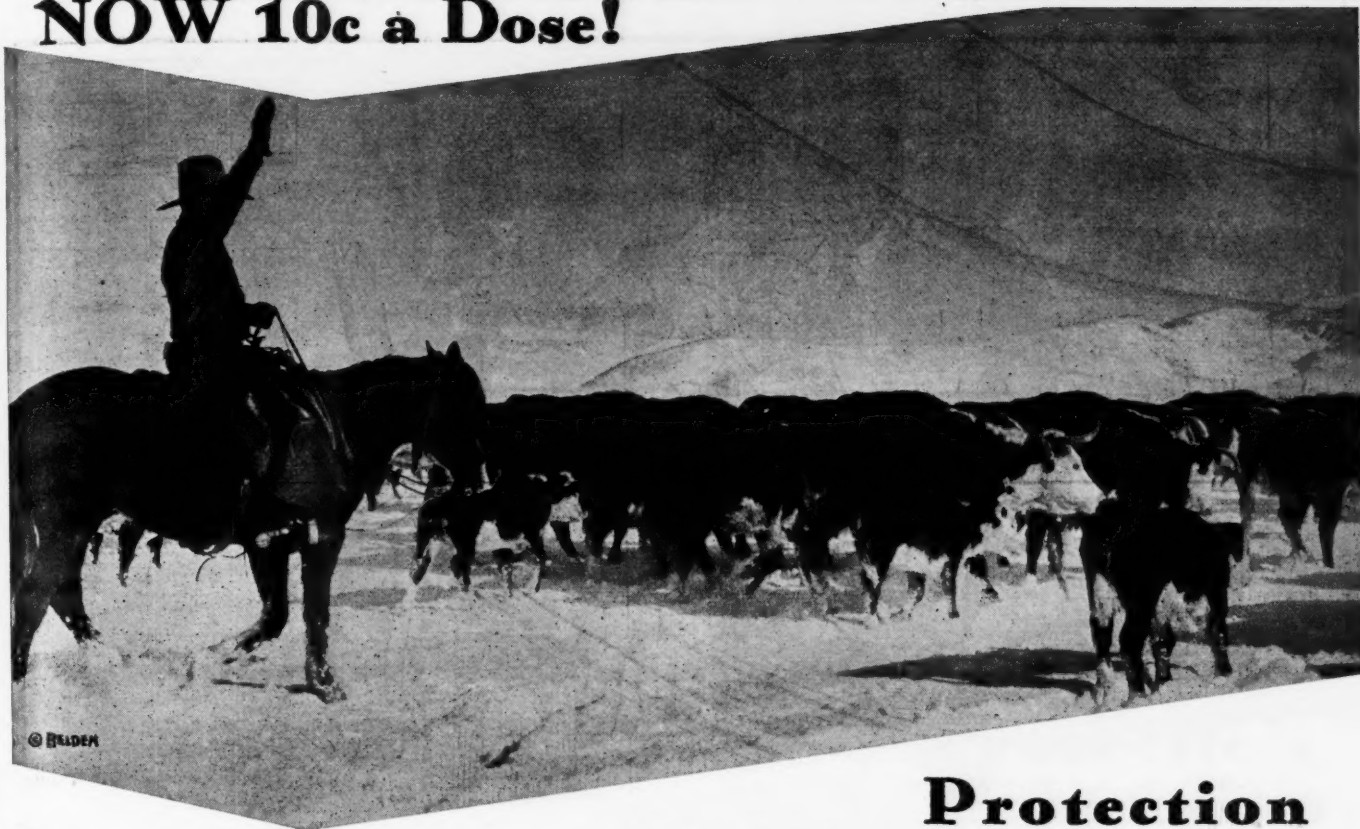
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**D**ANGERS to calves are many. The cowman must keep on his toes or suffer various losses.

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Take Blackleg. It strikes suddenly and unexpectedly. Calves that yesterday were grazing as usual may tomorrow be stiff, bloated carcasses.

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But how much better—and cheaper—to play safe by giving every calf the protection of a shot of Franklin Concentrated Blackleg Bacterin.

One dose immunizes for life. One quick handling puts any calf beyond the reach of Blackleg.

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For Sale at Convenient  
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MOTHER: "MY, BUT YOU'RE GETTING BIG AND STRONG!"

FATHER: "IT MUST BE ALL THAT LIVER AND BACON YOU'VE BEEN FEEDING HER."

## ARMOUR IS EDUCATING THE HOUSEWIFE IN THE DIETARY VALUES OF MEAT

● Meat is a body builder. It helps develop muscle and bone. It creates energy. It is one of the most easily digested foods. It is the most appetizing, the most important part of any meal.

Armour and Company, through educational advertising such as this, is teaching the housewives of America the value of meat in the diet.

Perhaps you wonder what this has to do with the livestock producer. Just

this: If the housewives of the country once realize the true importance of meat in the diet, they will be willing to pay more for it—and then we packers can pay more for the livestock you producers ship to us. We want this to happen as much as you do, because a satisfied producer is the packer's best friend and the foundation of his industry.

*RH Case*

**ARMOUR AND COMPANY**



# THE AMERICAN CATTLE PRODUCER

Volume XVI

DENVER, COLORADO, JANUARY, 1935

Number 8

## Beef-Promotion Program of National Live Stock and Meat Board

BY REDMAN B. DAVIS

*Director, Department of Publication*

**T**HE PROGRAM IN BEHALF OF A GREATER use of beef is going over with a punch. New records were set along all lines in the latter half of 1934 in the research, educational, and advertising activities carried on by the live-stock and meat industry through its own organization—the National Live Stock and Meat Board. It is a program reaching the home-maker who buys and prepares beef for the table, the retailer who sells steaks and roasts, the doctor who guards our health, the student who is enrolled in home-economics and meat courses, and many others. Through countless channels, facts about beef are being driven home.

The housewife is being especially considered in the activities under way. Her position in respect to the industry is self-evident. She buys, prepares, and serves the major portion of the country's meat supply. She is interested in buying beef to the best advantage, in serving new and attractive beef dishes, and in learning how to plan healthful meals. The board's home economists are giving her this information in popular form. Lectures, demonstrations, and literature are telling an effective story for beef.

### Meat-Cooking Schools Increasingly Popular

The board's meat-cooking schools have broken all previous records in the past six months. Each week

the attendance has averaged more than 1,000 over the same period a year ago. Halls have been packed to overflowing. The 240,000 home-makers in twenty-nine cities who have attended these schools are anxious to secure all possible information about beef. Here are a few typical questions being asked of the board's lecturers:

"Does searing keep in the beef juices?" "How can I prepare a roast of beef without basting?" "Is beef a good source of iron?" "How can I keep roasts from sticking to the bottom of the pan without using water?" "What is an economical cut to buy for a Swiss steak?" "Do you cover a pot-roast?"

The board's lecturer explains that searing does not keep in meat juices, but, on the contrary, increases cooking losses. She brings out that basting is unnecessary. Placing a beef-roast fat side up, and allowing it to baste itself, is the modern way, she says. She explains that beef is one of the best sources of iron, as well as protein, phosphorus, calories, and vitamins. She shows how modern cooking methods save time and labor.

### New Activities in Field of Nutrition

The board's nutrition studies are furthering the cause of beef. The value of lean beef in reducing diets has been established. Overweight persons, from

fourteen to sixty-seven years of age, tried out this diet. They found that they lost an average of ten pounds each month, at the same time keeping up their usual activities. Moreover, they enjoyed their meals



HOUSEWIVES GETTING CLOSE-UP VIEW OF BEEF DEMONSTRATION

and improved in health while on the diet. These facts, showing that one does not need to starve in order to reduce, have aroused nation-wide interest.

Child-feeding studies have definitely proved that meat is indispensable in correcting malnutrition in children. Mothers welcome the facts showing that beef and other meats help to keep child health up to par. Doctors, dentists, dietitians, and other professional groups are keeping in closest touch with the board's work along nutrition lines. In the last six months they have requested over 20,000 pieces of literature. These requests have come from all parts of the country.

#### Beef-Merchandising Stressed in Board's Program

The National Live Stock and Meat Board's program is helping the retail meat-dealer to "sell more beef." These men of the trade welcome every new fact which will help them move beef across the counters more effectively. In the past six months retailers have attended lecture-demonstrations in forty-two cities of thirteen states and the District of Columbia. Housewives by the thousands have attended special demonstrations of this kind, and so have service clubs, stewards, chefs, teachers, and students.

A summary of beef demonstrations and attendance for the last six months of 1934 follows:

Group	Number of Demonstrations	Attendance
Retailers .....	49	14,116
Housewives .....	19	30,295
Students, service clubs, stewards, and chefs.....	20	3,895
Total .....	88	48,306

In these meat-merchandising meetings, specialists of the board are driving home a very practical lesson in showing the opportunities afforded by what are termed the less-demanded cuts of beef. They point out, for example, that the beef-chuck can be converted into attractive outside and inside chuck-rolls, that the neck portion can be made into nutritious boneless pot-roasts, and that the blade-rib is a good source of boneless pot-roasts as well as country-club steaks. They point out the economy of using these portions, and stress the fact that they are just as nutritious as the more popular cuts.

In addition to bringing out the above facts, those conducting the meetings present to their audiences the newer facts about lean beef in the reducing diet and beef in the diet of children, discuss the food value of beef, using Food Value charts to illustrate the subject, and give the latest information relative to the principles of beef cookery. The interest among retailers in the programs is shown in the fact that more than 500 outside towns and cities were represented by men of the trade in the forty-two cities where meetings were held, many driving 100 miles or more to attend.

In the high schools, assembly programs have been given over to similar demonstrations, with gratifying results. Principals, teachers, and students have been high in praise of this type of education.

#### Beef in Meat Exhibits

A fall program of meat exhibits in which beef played an important role at twenty-one live-stock expositions and state fairs was climaxed by an outstanding exhibit at the International Live Stock Exposition in December. A record-breaking crowd attended the latter exhibit, and the marked interest displayed was typical of the response at exhibits which preceded it on the schedule. Modern beef cuts, beef cuts for economy budgets, and beef cuts for special occasions were given prominence in these exhibits.

#### Fact-Finding Program Is Bringing Results

Results of practical value which are leading to a better understanding of the factors which influence the quality and palatability of beef, and the methods of preparation which bring out its full flavor and goodness, are being achieved in the Co-operative Meat Investigations. This work, which the board initiated a few years ago, is being carried out at a large group of state agricultural experiment stations and the United States Department of Agriculture.

Various projects are under way in the pens and pastures and laboratories of the co-operating institu-



tions. During the progress of this work, many practical facts of intimate concern to beef-producers, as well as to the other branches of the live-stock and meat industry, have been revealed. This work is furnishing definite information on such questions as the following:

What is the effect of slaughter upon the color of beef? What is the influence of sex upon quality and palatability of beef? How do the daily gains, quality of beef, and other factors compare in steers finished on bluestem pasture and steers which are finished in the dry-lot? What differences, if any, are to be found in gains, utilizations of feed, and palatability and quality of beef in native yearlings as compared with first-cross yearlings? What are the relative differences in the results obtained with yearling steers fed in the pasture during the summer as compared with those in the dry-lot? These are only a few of the practical investigations now in progress which are helping to develop more economical methods for the production of high-quality beef.

Of outstanding importance from the standpoint of the housewives, and of consumers in general, is that phase of the investigations which is concerned with the preparation of beef for the table. Thousands of roasts are prepared in home-economics laboratories. With specially designed apparatus, expert judges test the cooked product for tenderness, flavor, color, and many other characteristics. Since this work was developed, it has wrought revolutionary changes in methods of beef cookery. Age-old ideas have given way to new cooking standards which are responsible for more uniform and better results in the preparation of beef. At the same time, the task is made easier for the housewife.

#### Beef Featured in Advertising Campaigns

Beef has been given a big play in meat-advertising campaigns being carried on in the heavy-consuming centers of eastern states. Centered in the cities of Boston, Philadelphia, and New York, and representing the co-operation of the board with the *Boston Post*, *Philadelphia Inquirer*, and *New York Herald Tribune* in the respective cities, the campaigns are planned to run for fifty-two consecutive weeks. They are financed by 4,500 retail meat-dealers in a territory of approximately 20,000,000 population, and represent the greatest advertising effort of this kind ever conducted in this country.

The story of beef is being effectively presented in the co-operating papers by double-page advertisements appearing from time to time, each advertisement being built around a large cut of beef in colors. Smaller advertisements appear at intervals. Each of the cuts featured in the advertisements is used as the subject for a meat-recipe contest in which valuable

prizes are offered. The meat-recipe contests have been immensely popular from the start, and thousands of entries showing various ways of preparing and serving beef cuts are being submitted to the judging committees. Those in closest touch with these campaigns state that they are proving a real stimulus to a greater consumption of beef and other meats. Shortly after January 1, a similar advertising campaign swings into action at Pittsburgh, Pennsylvania. The *Pittsburgh Sun Telegraph* is the co-operating newspaper, and the campaign is financed by more than 1,000 local retailers.

Full justice has been done to beef in the board's meat-advertising service, through which meat advertisements prepared by the board are sold by newspapers to individual retail meat-dealers. The advertisements are different from the ordinary type of retailer advertising, in that the food value of meat



COOKING-SCHOOL LECTURER EXPLAINING HOW POT-ROASTS ARE PREPARED

and the part it plays for health are especially stressed. The most recent series of these advertisements is being used by 430 newspapers of forty-three states, and will be responsible for approximately 1,100 columns of meat-advertising.

The increasing interest displayed by young people in educational meat contests sponsored by the board



furnishes evidence of the important place of these competitive features as an aid to the study of meat.

The 1934 national meat-story contest aroused the interest of more than 10,000 high-school home-economics students in forty-seven states. These students, in their essays, considered meat from every possible standpoint. Teachers of home economics regard this contest as a high point in the year's meat instruction.

Meat-judging and meat-identification contests were prominently stressed in the program of the International Live Stock Exposition at Chicago and the American Royal Live Stock Show at Kansas City. Nine colleges and universities were represented in the former and five in the latter event. Winners in these contests are chosen on their ability to judge carcasses and wholesale cuts of beef, pork, and lamb, and reasons given for their placings. A representative group of 4-H club members, attending the 1934 Club Congress, competed in the meat-identification contest at the International, while vocational agricultural students from twenty states participated in this event at the American Royal.

#### Beef Literature in Wide Demand

A constantly increasing demand for literature dealing wholly or in part with beef is one of the significant facts indicating wide interest in beef and the beef promotion program. The calls for literature come from national, sectional, and state organizations in many fields, as well as from individuals representing many different vocations. In the first four months of the present fiscal year more than 700 towns and cities were represented in the requests.

Illustrative of this demand is the response to a meat-chart booklet published by the board recently. This booklet contains charts showing wholesale and retail cuts of beef, as well as pork and lamb. It describes the principles of beef cookery, and gives other helpful information, all of which was especially assembled for class-room use in high schools, colleges, and universities. Within three weeks after this booklet was off the press, requests poured in from 2,300 teachers, representing every section of the country. Every mail brings more requests.

"Weight Reduction with Safety and Comfort" is the title of another new publication. This booklet stresses the use of lean beef, pork, and lamb as the basis of an effective reducing diet, and is already in nation-wide demand. Beef cuts are given prominence in a recent folder published by the board, "Ways to Serve Economy Meat Cuts." Emergency relief and welfare organizations from coast to coast are being furnished this folder, upon request, to help them in suggesting low-cost menus which include proper amounts of beef and other meats. Within a relatively short period of time, this folder was requested

by organizations in 126 cities of twenty-three states for distribution among thousands of families on relief.

The board's Food Value charts, which now appear illustrated and in colors, are carrying an effective presentation of the high food value of beef. These charts show the ranking of beef and other foods in nutritive value, and reveal that beef is a rich source of protein, iron, phosphorus, and calories, as well as some of the most essential vitamins. These charts have found instant favor with doctors, dentists, and dietitians, as well as with high-school and college teachers. They are praised as being invaluable in presenting information on food values in comprehensive, understandable form, and as driving home the reasons why meat should be included in every diet for building and maintaining health. As an example of their popularity among teachers, the board reports that, within a period of six days after the announcement that charts were available, requests for more than 45,000 were received from teachers across the country.

The board's new 1935 meat-recipe book, containing an entire section devoted to beef recipes, will go into more than a million homes. The beef-merchandising manual has been revised and reprinted, and is being put to good use by retailers in designing modern beef cuts, and thus stimulating sales. Beef posters, beef-counter cards, beef stickers, and other beef literature go into circulation daily.

Nothing is more strikingly significant of the development of a national meat-consciousness than the character of the calls made upon the board for service. The importance of the place of meat in American menus is borne out by the types of organizations requesting service of one kind or another. These include, for example, the American Dietetics Association, the Smithsonian Institution, the American Medical Association, the National Restaurant Association, the American Gas Association, the American Red Cross, the American Home Economics Association, the American Dental Association, the American College of Physicians, and many others.

Requests from railroads, advertising agencies, extension leaders, hospitals, government officials, school health supervisors, home-service directors, doctors, dentists, state departments of health, boards of education, women's clubs, department stores, authors, chambers of commerce, service clubs, high-school and college teachers—all of these appear in the mail which flows into the board's office daily.

The calls for various types of service are recognition of the fact that the board is nationally recognized as an authoritative source of information on all phases of the subject of meat and meat cookery. Due credit should be given the nation's press for the

part it is playing in the dissemination of meat information. National magazines, daily and weekly papers, market, farm, trade, hotel, and restaurant publications, and others, give a great deal of space to news articles, recipes, etc., about meat. Radio stations are requesting talks on meat and are making effective use of the board's material along this line. More than seventy radio stations throughout the country are using from one to three radio talks per week.

The co-operation of agencies both within and outside the industry is playing an important part in the board's activities. Such interest and support add materially to the effectiveness of such a program.

## EMERGENCY CATTLE-FEEDING RATIONS\*

BY A. D. WEBER

*Professor of Animal Husbandry, Kansas State College, Manhattan, Kansas*

**M**ANY CATTLEMEN IN THE DROUGHT AREA ARE confronted with at least two acute problems: (1) whether to buy feed or sell cattle, and (2) how to use available roughages and concentrates efficiently. A mild, open winter would help solve both problems. On the other hand, a blizzard could change the cattle situation materially in less than forty-eight hours. Manifestly, the time is rapidly approaching when feed supplies and cattle numbers must balance.

Whether cattle should be sold will depend largely upon three things: (1) feed now available on the farm; (2) prices and feeding value of roughages and concentrates that can be purchased; and (3) age, sex, and quality of the cattle on hand.

Every possible effort should be made to retain good-quality breeding cattle, both purebreds and grades. In order to do this, it may be necessary to sell inferior animals. Rigorous culling of old animals, irrespective of quality, may also be advisable. Furthermore, a practical attitude should be taken with reference to heavy yearling and two-year-old steers. It is doubtful if such steers will sell for enough money next spring to equal their present market value plus the cost of wintering.

Before a cattleman decides definitely to sell a part or all of his herd, he should make a careful study of prices and feeding values of available roughages and concentrates. It is also important that he know how much feed is required to winter cattle of various ages. It is not surprising that some cattlemen have only a vague idea of what these requirements are, since choice roughage is usually available in large amounts, and cattle are fed all they will eat.

### Russian Thistles

Even though one knows how to evaluate feeds in a normal year, he may be confused with reference to immature, drought-stricken crops, and roughages not grown or not commonly fed in his locality. Russian-thistle hay is an outstanding example of an emergency feed, and its utilization

is an acute problem confronting many cattlemen in the West.

The experiences of cattlemen in the United States and Canada indicate definitely that hay and silage made from Russian thistles are good emergency cattle feeds if the thistles were cut and cured before the spines had formed or hardened. Each of these feeds has given reasonably good results when fed as the only roughage, but better results have been secured when something else was also fed. Wheat straw, Russian-thistle hay or silage, and one to three pounds of ground grain make a good combination, and at the Hays station Russian-thistle hay, wheat straw, and sorgo silage produced excellent results when fed to mature cows.

When immature thistles in any form are fed as the only roughage, it is recommended that a grain supplement be fed at the rate of one to three pounds per head daily. If a grain supplement is not available, linseed or cottonseed cake could be fed at the rate of one pound per day.

Russian-thistle silage seldom has a desirable color and a pleasing odor. However, it is eaten readily by cattle despite these shortcomings. Farmers and investigators who have fed thistles state that, because of its laxative action, it is a good practice to use a non-laxative feed—such as prairie hay, straw, or fodder—with Russian-thistle silage.

Russian thistles are high in mineral salts, which account for their laxative action. These salts also cause cattle to drink relatively large quantities of water. Some farmers are of the opinion that the kidneys are overworked when thistles are fed, but no bad after-effects have been reported.

Russian thistles are also high in protein, although the percentage gradually decreases as the plants mature. Hay made from thistles before the spines had formed or hardened contains approximately 18 per cent protein; consequently, no additional protein need be fed with such hay. Hay made from nearly mature thistles contains between 10 and 12 per cent protein and has been fed as the only roughage without the addition of a protein supplement. However, the protein in mature thistles is probably not so digestible as the protein in immature thistle hay. With mature thistles, therefore, it would seem advisable to feed one pound of linseed or cottonseed cake. Mature thistles are also lower in digestible carbohydrates than immature thistles, which indicates that a supplement of some kind may be more necessary for the maintenance of stock cattle.

Hay made from mature Russian thistles may have so many hard spines that it will have little value. However, if one of the following methods of preparation is used, such hay will make a reasonably satisfactory emergency feed:

1. Moisten the hay ten to twelve hours before feeding. Water alone, or water that has had from one-seventh to one-fourth of blackstrap molasses added to it, may be used. This will soften the spines considerably.

2. Grind the Russian-thistle hay before feeding. Any good roughage-mill or feed-mill will do the job, if the dry hay has first been run through a separator or combine.

3. Cut or chop and put in a silo. Four hundred to 500 gallons of water should be added to each ton of dry, well-cured, cut-mature thistle hay.

In some sections of Kansas, cattle have had no green feed for several months, and wheat pasture will probably not be available this winter. If these cattle are wintered on poor-quality, mature Russian-thistle hay, wheat straw, cottonseed hulls, or perhaps other low-quality roughages that lack green color, there is a possibility that serious difficulties may be experienced before green pasture is available next spring. This trouble, if it appears, will be due to a lack

\*Extracts from address delivered at cattlemen's meeting in Manhattan, November 17, 1934.



of vitamin A in the ration. Supplementing these roughages with cottonseed meal will not prevent the trouble; for it also lacks vitamin A.

The manifestations of vitamin A deficiency are abortion, retained afterbirth, weak calves, calf scours, and sore eyes. Of course, these troubles may be present in a herd whose ration contains vitamin A. It is very important that infectious abortion is not confused with trouble due to a lack of vitamin A, and the herd should be blood-tested to make sure that infectious abortion is not the cause. If the cow herd is blood-negative and has been on a ration deficient in vitamin A for several months, these symptoms will very likely indicate that the ration is at fault.

Vitamin A is associated with the green coloring material in plants. A limited amount of green alfalfa hay in a ration otherwise lacking in vitamin A will prevent the trouble, and, if fed soon after the trouble makes its first appearance, will help to correct it.

#### Other Emergency Feeds

In addition to Russian thistles and other weeds, farmers in the drought area have conserved immature crops for live-stock feed. A large acreage of drought-stricken corn was harvested. The efficient utilization of such feed in emergency rations presents a real problem to live-stock men. For example, the feeding value of immature corn fodder and silage has been questioned by some farmers, and there are many conflicting reports regarding the keeping qualities of these feeds.

Corn silage will probably vary more in quality this year than in normal years. But if immature corn silage has kept well, its feeding value will doubtless compare favorably with normal corn silage.

September rains rejuvenated the sorghums, and a fairly large tonnage of silage is available from this source. Although the sorghums did not mature grain, they should make excellent silage if they were handled properly. In the main, sorghum silage and corn silage have the same feeding value.

Cattle will subsist on what is generally regarded as poor silage. There are no harmful effects from feeding partially spoiled silage to stock cattle. Sour, sloppy silage should not be discarded, although, for best results, some dry roughage should be fed with it. If several layers of straw are placed on sloppy silage as it is thrown from the silo into the feed-wagon, some of the excess moisture will be absorbed. Of greater importance is the fact that cattle seem to relish this combination; for they eat it more readily than either sloppy silage or straw fed separately.

Both sorghum and corn silage are extremely low in protein; hence they should be supplemented with high-protein feeds. True, silage alone has been used as a winter ration for mature cows, but the results were not entirely satisfactory, when measured by the condition of the cows, and the size and thrift of the calf crop. The value of a protein supplement in a silage ration for stock calves has been demonstrated at the Hays station. Calves fed silage alone gained 106 pounds in 150 days, while similar calves fed silage plus  $\frac{1}{2}$  pound of cottonseed cake per head daily gained 171 pounds. In other words, 75 pounds of cake increased the gain 65 pounds.

When supplemented with a protein concentrate, good silage is just as satisfactory as alfalfa hay for wintering cattle. Approximately three pounds of silage will replace one pound of alfalfa hay. Whenever one ton of good silage is available at less than one-third the price of one ton of alfalfa hay, cattle can be wintered at a lower cost on silage, plus a protein supplement, than on alfalfa hay alone.

A protein supplement should also be used when dry fodder, either whole or ground, is fed. On the basis of gains, one pound of fairly dry ground fodder is worth approximately as much as two pounds of silage of similar quality.

Sorghum and corn plants are also low in calcium or lime. Because of this deficiency, it is advisable to feed one-tenth of a pound of finely ground limestone or feeding bone-meal per head daily to cattle of all ages when silage or fodder is the only roughage fed.

Silage should be fed in approximately the following amounts per head daily to cattle of different ages: mature cows, 40 to 50 pounds; yearlings, 30 pounds; calves, 20 pounds. More than these amounts may be fed if the silage is available.

The approximate amounts of ground fodder, or fodder that can be fed whole with little waste, which should be fed with lime and protein supplements in emergency rations are as follows: mature cows, 25 pounds; yearlings, 15 to 20 pounds; calves, 12 to 15 pounds. As in the case of silage, more than these amounts may be fed profitably.

Wheat straw is another good low-protein roughage that can be used in emergency rations. Headed straw is superior to long straw, and the finer and more chaffy the straw, the higher its feeding value. Probably, on the majority of farms where straw is available, it will be fed with other roughage.

Straw has been fed satisfactorily to cattle as the only roughage. At the Hays station, mature cows made a small winter gain on 25 pounds of headed straw and 2 pounds of cake per head daily. Although approximately the same amounts of straw as ground fodder should be fed to stock cattle, somewhat more straw may be wasted or refused unless it also receives special preparation before being fed. Sprinkling the straw with molasses diluted with water will increase its palatability and reduce wastage.

It is approximately correct to state that good-quality wheat straw is worth three-fourths as much as good-quality sorgo fodder, and fully as much per ton as immature corn fodder that has been allowed to leach out and become discolored, and perhaps slightly moldy in the shock.

Prairie hay is another low-protein roughage that will be fed to beef cattle this winter. This hay has a higher feeding value than wheat straw, and in a normal season about the same value as choice sorgo fodder. Much of the prairie hay cut in 1934, however, is poor in quality, and doubtless somewhat lower in feeding value than the sorgo fodder available in some localities.

When not too high in price, cottonseed hulls may be used to good advantage in emergency rations. In some instances, farmers have been confused with reference to the protein content of cottonseed hulls, because of the fact that cottonseed meal is high in protein. One pound of choice cottonseed meal contains 123 times as much digestible crude protein as one pound of cottonseed hulls. In fact, wheat straw, which is notoriously low in protein, contains two and a half times as much digestible crude protein as cottonseed hulls. Cottonseed hulls are a low-protein roughage, not a protein supplement. The same rules should be followed in feeding a protein concentrate with cottonseed hulls as are followed when prairie hay, wheat straw, or corn fodder is fed.

In experiments at the Hays station, cottonseed hulls were superior to wheat straw for wintering cows. Cottonseed hulls are hardly equal in feeding value to choice prairie hay, but are probably equal to much of the 1934 drought-stricken prairie hay. Approximately the same amounts of cottonseed hulls, prairie hay, wheat straw, or ground fodder must be fed, in order to satisfy the roughage requirements of cattle of different ages.



Other roughages, including legume hays, may be purchased, but most of them are too high in price to justify their use in emergency rations. Low-protein roughage, plus a protein supplement, seems to offer the cheapest and most satisfactory solution to feeding problems in the drought area.

Linseed and cottonseed meal are standard protein supplements with which most cattlemen are familiar. Linseed meal has a considerably higher value than cottonseed meal when used in fattening rations, but in wintering rations these supplements are more nearly equal in feeding value. Unless cottonseed meal can be purchased at 10 to 15 per cent less per ton than linseed meal, it will pay to use linseed instead of cottonseed-meal in emergency rations.

Alfalfa hay is rich in protein and may be used as a protein supplement. One pound of linseed or cottonseed cake is equal to four pounds of alfalfa hay as a source of protein. Although alfalfa is too high in price to justify its use as a protein supplement, its use may be advisable in order to prevent or correct troubles caused by a lack of vitamin A in the ration.

When a low-protein roughage—such as silage, fodder, prairie hay, wheat straw, or cottonseed hulls—is used, linseed meal or its equivalent should be fed to cattle of all ages at the rate of one pound per head daily. From the standpoint of amount that should be fed, cottonseed meal, corn gluten, and soy-bean meal are classified with linseed meal. Tankage, peanut meal, and meat scraps are higher in protein than any of these supplements. Approximately two-thirds of a pound of tankage and four-fifths of a pound of peanut meal or meat scraps should be fed per head daily.

Careful attention should be given to the percentage of crude protein in protein concentrates that are offered for sale. In the main, the concentrate that furnishes crude protein at the lowest cost per pound is the one that should be used in emergency cattle-feeding rations. In this connection, it is interesting to note that, on the average, the percentages of crude protein in several well-known concentrates are as follows: linseed meal or cake, 37 per cent; choice cottonseed meal or cake, 43 per cent; cold pressed cottonseed cake, 26 per cent; corn gluten meal, 43 per cent; corn gluten feed, 25 per cent; soy-bean oil meal, 43 per cent; peanut oil meal, 45 to 51 per cent; tankage, 60 per cent; wheat bran, 16 per cent.

The quality of protein is not the same in all concentrates. Linseed meal, for example, contains protein of better quality than the protein in cottonseed meal, which accounts for the fact that one pound of linseed meal is worth more than one pound of cottonseed meal.

We have definite proof, however, that a mixture of two protein supplements may have a higher feeding value than either one fed separately, due to the fact that each supplement supplies the amino acids which are lacking in the other. Examples of such mixtures are: linseed meal and cottonseed meal, equal parts by weight; linseed meal and corn gluten meal, equal parts by weight. On the other hand, nothing is gained by mixing cottonseed meal and corn gluten meal; for these supplements are apparently deficient in the same amino acids.

Mixing two protein supplements may be justified from the standpoint of increased palatability, even though there is no supplementary relationship with respect to amino-acid content. For example, a mixture of equal parts by weight of linseed meal and tankage is probably more palatable to cattle than tankage alone. In fact, at present prices, such a mixture is one of the best sources of protein available. It should be fed at the rate of 0.8 pound per head daily.

#### Price an Important Factor

In the discussion thus far of the relative values of various roughages and concentrates, little attention has been given to actual prices of feeds. Prices are continually changing, and recommendations based on today's prices may not be sound in the light of prices next week. It may be helpful, however, to consider the correlation between variations in price and variations in feeding value.

It is perfectly obvious that alfalfa hay at \$20 per ton is too high in price to use as the roughage portion of stock-cattle rations. At this price, it would cost about 20 cents per day to feed a mature cow on alfalfa hay alone.

There are a number of feeds that will do the job as well as alfalfa and are cheaper. However, when a certain price is reached, other roughages become as expensive as alfalfa hay at \$20 per ton. A few examples follow: corn or cane silage, \$6.50 per ton; fairly dry, choice ground sorgho fodder or choice ground corn fodder, \$13 per ton; medium-to-good prairie hay, \$13 per ton; choice wheat straw, \$10 per ton; cottonseed hulls, \$12.50 per ton.

It should be distinctly understood that the prices listed above do not represent my idea of the prices one can afford to pay for these roughages. The point I wish to make is that, when a roughage of the quality specified is available at less than the price given, it will be a "better buy" than alfalfa hay at \$20 per ton; but if the price is the same or higher, then alfalfa hay will be the "better buy."

Transportation charges are an important item in the cost of feeds, especially roughages. In some instances, consideration should be given to the possibility of moving the cattle to the feed rather than paying freight on bulky roughage. This might not be practical in the case of small bunches, although it would seem that several farmers owning small herds might pool their interests and ship their cattle to one feed-lot where feed is available at a reasonable price.

There is another point worth considering when one is attempting to decide whether to buy feed or sell cattle; namely, the probable future price of cattle. Let us suppose, for example, that a farmer has some choice 400-pound calves for which he can get 5 cents per pound. He can buy silage at \$5 per ton. He has made a careful study of protein supplements, and has come to the conclusion that, at present prices, a mixture of equal parts by weight of tankage and linseed meal will cost \$43 per ton and is the most satisfactory supplement he can use.

If he feeds these calves 30 pounds of silage and 0.8 pound of protein supplement per head daily for 150 days, he should get an average total gain per calf of at least 125 pounds. Each calf will consume 4,500 pounds of silage, worth \$11.25, and 120 pounds of protein supplement, worth \$2.58; or a total feed-bill of \$13.83. This feed-bill, plus the present value of the calf, totals \$33.83. To this amount must be added overhead costs. Whether feeds are bought or the calves sold will depend upon whether the farmer and his banker are optimists enough to think that choice light-weight yearlings will bring more than \$35 per head next spring. In the final analysis, it will probably be this sort of reasoning on the part of bankers, cattlemen, and others with respect to all kinds of emergency cattle-feeding situations that determines how many cattle are sold, and the prices paid for roughages and concentrates. And, after a farmer has decided to keep his cattle, all he can do to help make his dreams come true is to make a wise selection of roughages and concentrates.

"I like your paper and look for it every month."—ALBERT KNIERR, Oakdale, Cal.

### HUBBARD RUSSELL ON CATTLE SITUATION

**D**URING THE CONVENTION OF THE CALIFORNIA Cattlemen's Association in San Francisco on December 7 and 8, the following radio address, dealing with the present cattle situation, was broadcast over KPO by Hubbard Russell, of Los Angeles. Mr. Russell is a former president of the California association, is a vice-president of the American National Live Stock Association, is a member of the Committee of Five of the latter organization and of the Committee of Twenty-five of the Agricultural Adjustment Administration to work out a permanent cattle adjustment plan, and at present is serving as regional consultant of the AAA in its drought-relief cattle-purchasing program:

"In looking at the cattle industry today from a national viewpoint, we must take note of the activities of the Emergency Drought Relief program, which has recently drawn to a close. The Emergency Drought Relief plan was organized and administered by the Agricultural Adjustment Administration of the United States Department of Agriculture, and had as its purpose relief of a gigantic nature for the drought-stricken cattle and sheep industry of the nation. The drought, which spread to practically every section of the country, presented such a serious situation that the Department of Agriculture was called upon for aid. Thus the Emergency Drought Relief plan was put into operation in June, 1934. With its vigorous and able administration, we find that, up to December 6, 7,346,656 head of cattle and 3,579,732 head of sheep have been bought by this method. Many of the animals purchased have been of the lower grades, leaving on hand a cattle population of desirable quality. A great many of these animals would have died from starvation if they had not been slaughtered under the Drought Relief plan. Fortunately for our industry, most of the meat has been canned, taken over by the Federal Emergency Relief Administration, and furnished as food to those on relief rolls, thereby going into channels other than those of normal consumption, without seriously depressing the market for those animals which have gone to market for the usual normal slaughter.

"There are some who object to and criticize the plan of the Emergency Drought Relief, chiefly because they fear that the reduction of numbers is excessive, and that the reaction will be a sharp advance in the cattle and sheep market, with the usual attendant result of encouraging another period of overproduction. From the exhaustive studies made by the Bureau of Agricultural Economics of the Department of Agriculture, it seemed beyond any doubt that the number of cattle—67,000,000—which we had on hand at the time the Emergency Drought Relief plan became operative was excessive by about 10,000,000 head. Therefore, if we are to have a reasonably balanced supply-and-demand situation, the reduction obtained by this plan does not seem to be great enough to create a shortage or seriously to endanger our position. In other words, conditions are now about normal. The coming calf crop will no doubt be considerably smaller than that of the last two or three years, but, from all appearances, it does not seem likely that industry will improve so rapidly as to cause an increased demand which cannot be easily supplied. Some feel that a serious shortage is soon to develop, and that our national administration will forthwith reduce live-stock tariffs and lift embargoes. However, I do not think that the administration is likely to consider such a procedure seriously, in view of the fact that millions have been spent for the very purpose of reducing production, to the end that the stock-grower might receive for his product at least cost, plus a reasonable profit.

"I want to commend the Department of Agriculture, the Agricultural Adjustment Administration, the Extension Services of the different state universities, and those who were actively in charge of the administration of the Emergency Drought Relief plan, for the efficiency demonstrated and for the remarkable speed of operations in performing this tremendous undertaking.

"Now, we wonder about the present cattle situation. I would say that statistically we are in a sound position, and that, if we have normal moisture from now on, we can expect a better market by the spring of 1935, and one that by next fall should bring to us some profit in our operations. When we do find ourselves once again on a profit basis, what can

we do to prevent unreasonable overproduction, with its consequent decline of prices? This matter has been, and no doubt is at present, receiving serious study by the Department of Agriculture, and I hope that some plan of a national nature will be developed which will in effect stabilize our industry. Certainly the terrific toll taken out between the producer and the consumer must be reduced. There surely is a needless waste there, and there must be a way to make adjustments and savings within the distributive channels. I believe that the sound plan of ordering marketing through co-operative organizations will do more than any other one thing to stabilize our industry. I also believe that the processor must have a place in such a plan, and be tied in to such an extent that the buying power will always be available. From all the information I can gather, I am sure that such a work-out is not only practical, but possible. I do not believe that continued stability will ever exist without the active operation of many co-operative marketing organizations, clearing through a national organization. Such a plan was proposed and submitted, both in 1933 and in 1934, by the Committee of Five of the American National Live Stock Association. Later the subcommittee of five of the Committee of Twenty-five named by the Agricultural Adjustment Administration urgently recommended the same plan to the Secretary of Agriculture. I hope that eventually, and before long, such a move, sponsored by the Department of Agriculture, will be launched. This will mean a long-time stabilization of our industry. In fact, it seems to me that the live-stock industry will be justified in insisting that Secretary Wallace take the lead in developing a plan such as has been recommended by the various live-stock committees which I have mentioned."

### THE CALIFORNIA CONVENTION

**B**OTH IN POINT OF ATTENDANCE AND IN THE spirit of confidence prevailing throughout the sessions, the annual convention of the California Cattlemen's Association, held in San Francisco on December 7 and 8, was the most notable in recent years. Keen interest was shown in the various subjects discussed from the platform, such matters as direct-marketing legislation, grazing on national forests, tuberculosis eradication, and a marketing agreement which would bring about a reduction in the excessive cost of distribution, receiving the closest attention.

Encouraging support was given the American National Live Stock Association. In order to put California over the top in fine shape for its annual contribution, it was urged by Hubbard Russell, vice-president of the American National, that subscriptions be taken on the spot. The response was spontaneous, the amount of \$1,200 being subscribed right then and there, coming from forty-nine individuals, firms, and organizations. This again confirms the reputation of California of being among the states which are right in front when it comes to supporting the national program.

The convention was called to order by President Philip A. Klipstein at 10 A. M. on December 7. Alfred J. Cleary, chief administrative officer of San Francisco, bade the stockmen welcome. Response was made by William A. Freeman, vice-president of the association. Thereupon John Curry, secretary, submitted his report, stating that the membership of the association had increased 40 per cent during the past year. Talks were made by Frank Powers, of Cedarville, former state senator; R. W. Doe, of Oakland, vice-president of the Safe-way Stores; and A. S. Goode, of Bakersfield, former president of the Dairy Council.

In the afternoon, Dr. George H. Hart, animal husbandman at the University of California, presenting the results of a series of range nutrition studies, emphasized the care necessary in choosing supplemental feeds for range cattle. He was followed by A. A. Brock, director of agriculture for California, and Dr. W. E. Howe, of the Bureau of Animal Industry, who discussed the tuberculosis-eradication program in that state,



the latter urging beef-producers to take advantage of the present appropriation set aside for this purpose.

At this point in the program, President Klipstein delivered the annual presidential address. He reviewed the activities of the association during the past year, giving special mention to its reorganization and its work in promoting legislation in behalf of the cattle industry. He described the progress of the government's cattle-purchasing drive, and stressed the importance of a united front in working for better conditions within the industry. He urged that every cattleman get behind the American National Live Stock Association in its fight against the bills in Congress aimed at direct marketing and in its effort for the enactment of a definite packers' marketing agreement. "The National Cattle Situation" was discussed by Hubbard Russell, of Los Angeles, who warned against the danger of overproduction. (A radio broadcast by Mr. Russell on the same subject will be found elsewhere in this issue.) Other speakers at the afternoon session were T. H. Ramsay and E. F. Forbes, both ex-presidents of the California association; Arthur Hebborn, director of the Hide and Brand Bureau; Fred H. Bixby, of Long Beach, another ex-president, besides being a former president of the American National; and Dean C. B. Hutchison, of the College of Agriculture of the University of California.

In the morning of the second day, "The Packers' Viewpoint" was presented by Carsten Schmidt, executive secretary of the Wholesale Butchers' Association of the San Francisco Bay Area, while "The Retailers' Viewpoint" was set forth by Chancellor Grady, executive secretary of the California Retail Meat Dealers' Association. Davenport Phelps told of the organization and work of the National Live Stock and Meat Board. Frank H. Buck, member of Congress from the Third District of California, assured his hearers that, in his opinion, the administration at Washington would do nothing to destroy its work in rehabilitating agriculture by entering into trade agreements inimical to agricultural interests. A brief talk by Harper Sibley, of New York, chairman of the Agricultural Committee of the United States Chamber of Commerce, closed the morning session.

Proceedings on the last afternoon were opened by W. D. Ellis, general agent of the Farm Credit Administration at Berkeley, who discussed live-stock financing. The last speaker on the program was F. E. Mollin, secretary of the American National Live Stock Association, who deprecated the talk of a cattle depletion as detrimental to the industry. It was evident, he said, that there was more live stock on farms and ranches than shown by government estimates. He pleaded for legislation providing for the exclusive use of domestic fats and oils in the manufacture of margarine, and declared that it was a mistaken policy on the part of dairy people to oppose the sale of margarine, as consumers of this product do not have the money to buy butter.

Resolutions passed are summarized below:

Urging that State of California undertake project for predatory-animal control, under direction of Biological Survey; Requesting that long-time study of California ranges with respect to carrying capacity and sources of supplemental feeds be made by College of Agriculture;

Commending work of National Live Stock and Meat Board on Pacific coast, and asking that producers subscribe 25 cents a car on all live stock sold for support of board, and that packers make like contribution;

Asking that old cows disposed of under Jones-Connally Act be utilized for relief purposes only, that tuberculosis testing of beef herds be held in abeyance until all dairy herds have been tested, and that all reactor cows be sold direct in country;

Recommending that investigation be made of extent to which brush-burning would aid in better utilization of land useful for pasturage;

Favoring measures for control of migratory farm labor; Opposing placing of ad valorem tax on farm lands, and favoring continuation of sales tax without further exemptions;

Opposing enactment of Capper-Hope-Wearin bills in Congress, and of any other legislation that would force all live stock through public markets;

Urging passage of federal and state legislation putting tax of 10 cents a pound on all oleomargarine not made 100 per cent from domestic fats and oils;

Requesting University of California, in co-operation with producers, to conduct study of beef-production costs in state;

Asking Giannini Foundation to undertake study of relative importance of live-stock industry to agriculture in California;

Urging extension of federal grading and stamping of beef, with ultimate goal of compulsory grading based on standard classes and grades, and asking all branches of live-stock industry to give greater financial support to campaign of meat education conducted by National Live Stock and Meat Board;

Opposing importation of foreign fats and oils in direct competition with domestic products, favoring maintenance of present tariffs on live stock and live-stock products, and requesting President of United States to announce that administration will not enter into reciprocal trade agreements which would jeopardize existing protection of live-stock industry;

Urging Secretary of Agriculture to co-operate with producer organizations in developing practical and long-time marketing program;

Favoring removal of \$50,000 limit on federal land bank loans, that loans be based upon security offered, and that they be made available to family corporations as well as to partnerships and individuals; and urging Farm Credit Administration, in making ranch loans, to recognize duly established grazing rights on public domain and national forests.

In succession to Philip A. Klipstein, of Bakersfield, William A. Freeman, of Santa Paula, was elected president. George Sawday, of Witch Creek, was named vice-president, and John Curry, of San Francisco, was retained as secretary.

## MEETING OF NEW MEXICO BOARD OF DIRECTORS

THE QUARTERLY MEETING OF THE BOARD OF Directors, of the New Mexico Cattle Growers' Association, held at Lordsburg on December 20, proved to be a full-fledged convention, with a large attendance from the southwestern corner of the state and many representatives from other sections. Many items of current importance to the cattle industry were discussed by speakers, including representatives of state and federal governments.

Oliver M. Lee, chairman of the Public Land Committee, discussed new developments in connection with setting up the machinery of the Taylor Grazing Act. Dr. H. L. Kent, president of the State Agricultural College, recounted the efforts made to secure predatory-animal control work on grazing districts to be formed on the public domain; also the plans for extension of range improvements on the domain. Dr. Black, of the State College, spoke of the progress made in speeding up live-stock feed loans. D. Brownfield detailed the efforts to get lower rentals in connection with state land leases. President Lee Evans told of conferences with the Tax Commission, and of the results obtained in lower valuations on live stock for the coming year.

Oliver A. Danielson, of El Paso, stated that something like 30,000 to 35,000 cattle had been moved to Mexico for pasturage, under the provisions of the Tariff Act permitting an eight months' stay without payment of duty on return, and urged that steps be taken to secure an additional fourteen or fifteen months' stay, so that pastures in the dry area could be given a chance to recover from the effects of the drought.



Hugh L. Hodge, chairman of the Forest Committee, spoke of the trend in forest management.

S. W. Land and President Evans discussed the plans of the Rehabilitation Corporation to supply cattle to people whose herds had been depleted. It seemed to be the consensus of opinion that the cattle bought by the government under the drought purchase program should be slaughtered, as originally planned, and that any restocking should come from range herds in private hands, thus helping to restore prices to a more nearly normal level.

Albert K. Mitchell, chairman of the Transportation Committee, detailed work that had been done during the past year; Charles E. Blaine, traffic counsel of the American National Live Stock Association, having submitted a report to him for this special meeting. Among the outstanding accomplishments were: a better rule for the shipment of cow ponies with cattle, this fight having been initiated by the New Mexico Cattle Growers' Association some months ago, and having been handled by Mr. Blaine; extension of the 85 per cent feeder rate to certain markets, conditioned upon a second rail haul out of the markets, and denial of the petition of the railroads to have the 85 per cent feeder rate at country points canceled unless likewise conditioned upon a second rail movement; reopening of the change-of-ownership case, which is now pending; the effort of the railroads to secure a general increase in freight rates, which has been vigorously fought by the American National Live Stock Association, and on which a decision is expected shortly; the move to secure reasonable fill allowances on sheep at central markets; the necessity for watchfulness in connection with the motor-vehicle legislation which will be proposed by railroad interests in both state legislatures and Congress; and the effort to repeal or modify the Fourth Section of the Interstate Commerce Act, permitting railroads to meet water competition and make lower rates for long hauls than for intermediate hauls of the same commodity.

W. A. Naylor, secretary of the New Mexico Cattle Sanitary Board, talked of the rapid progress being made in tuberculosis-eradication work. Byron O. Beal, a member of the State Tax Commission, spoke on the work of that organization. W. H. Gary told of the Production Credit Association's work in the state.

F. E. Mollin, secretary of the American National Live Stock Association, was called on several times while various matters in which the association has functioned were under discussion.

Twenty-one new members were taken into the organization, and a special donation of \$350 was made, by individuals present, to the New Mexico Cattle Growers' Association to enable it to pay the remainder of its 1934 pledge to the American National without depleting its reserve account. It was also voted to make the usual contribution of \$750 to the American National for next year.

It was decided to hold the annual convention at Roswell on March 25 and 26.

The following resolutions were adopted:

Urging present session of Congress to extend by at least eight months period during which drought cattle sent to Mexico for pasturage purposes may be returned to this country duty-free;

Making recommendations as to administration of Taylor Grazing Act, covering subjects of grazing districts, allotment of range privileges, preferential permits, reductions, leasing, and fees;

Expressing firm opposition to passage of Capper-Hope-Wearin bills in Congress, which would restrict freedom of shippers to select their own avenue of marketing their live stock;

Requesting amendment of law to make excise tax on imported oils fully effective, and urging enactment of federal and state legislation placing oleomargarine industry on 100 per cent domestic-fat basis;

Holding it to be imperative that tariff on live stock and its products be maintained sufficient to compensate for differences in cost of production and living standards between this and competing foreign countries;

Expressing appreciation of help extended by national government and Federal Surplus Relief Corporation in coping with drought conditions, but protesting against any plan for turning drought cattle preserved for future relief purposes back on ranches or public markets;

Recommending that all grazing fees on New Mexico state lands be reduced by one-half for period of two years, in order that lands may recover from effects of drought through lighter grazing;

Authorizing president of association to name members representing cattle industry on live-stock committee to assist in administering grazing regulations in New Mexico under Taylor Act;

Expressing grief at passing of T. E. Mitchell, one of founders and past president of association.

## CONVENTION OF AMERICAN FARM BUREAU FEDERATION

IN A THREE-DAY ANNUAL SESSION AT NASHVILLE, Tennessee, December 10-12, 1934, the American Farm Bureau Federation thoroughly surveyed the issues which today are demanding the attention of agriculture. Many of the officials from Washington, whom the rush incidental to the convening of Congress prevents from attending meetings of other important agricultural organizations occurring after the first of the year, were present and set forth their views on current problems. Among them were Cordell Hull, Secretary of State; Henry A. Wallace, Secretary of Agriculture; M. L. Wilson, Assistant Secretary of Agriculture; Chester C. Davis, administrator of the Agricultural Adjustment Act; Dr. H. R. Tolley, assistant administrator of the AAA; W. I. Myers, governor of the Farm Credit Administration; and David Lilienthal, of the Tennessee Valley Authority. Other speakers, besides Edward A. O'Neal, president of the federation, and W. R. Ogg, secretary, were C. V. Gregory, editor of the *Prairie Farmer*; John G. Winant, governor of New Hampshire; Dr. E. S. Brunner, of Columbia University; Dr. G. F. Warren, of Cornell University; and J. Frank Porter, president of the Tennessee Farm Bureau.

Resolutions adopted, covering a wide expanse of territory, included the following:

Believing that federal government should place greater emphasis on importance of raising farm prices, as well as on marketing-agreement section of Agricultural Adjustment Act;

Insisting that purpose of reciprocal trade agreements—to restore agricultural exports by judicious lowering of industrial tariffs—be adhered to; that there be no reduction in present agricultural import duties which would reduce domestic price-levels below parity; and that revenue law be made clear regarding excise taxes on certain imported commodities (oils and fats);

Recommending continuation of emergency financing; removal of such restrictions in Farm Credits Act as prohibit granting of facility loans to purchasing co-operatives; financing by FCA, at low interest rates, of co-operative electric-light and power associations; lowering of general averages of interest rates charged farmers; federal laws to prevent unnecessary foreclosures of farm property during depression periods; farm price parity; relief from property-tax burden;

Urging President to make full use of powers granted him to raise price of gold, to end that commodity prices may be increased, business stimulated, and unemployment reduced;

Favoring adoption by federal government of formulated

policy of land utilization, involving transfer of all public lands to Department of Agriculture;

Opposing establishment of subsistence homesteads, except as extensions of existing industrial projects;

Urging continuation of fight against plant and animal pests and diseases;

Disapproving continued use of antiquated and uneconomic methods of work relief;

Opposing co-ordination of all transport agencies under single federal regulatory agency, eventually resulting in removal of all competition;

Favoring extension of truth-in-products legislation;

Approving pending treaty between United States and Canada for construction of St. Lawrence waterway, with minor amendments;

Advocating elimination from National Recovery Act of features which permit violation of anti-trust laws, by price-fixing or otherwise.

Secretary Ogg reported an increase in paid-up memberships for the year of 36 per cent. The finances of the federation showed an encouraging surplus.

## POLLOCK DESCRIBES WORK OF MEAT BOARD

REPORTING ON A NEW EDUCATIONAL MEAT-advertising campaign, eclipsing anything in that line ever before undertaken by the industry, R. C. Pollock, general manager of the National Live Stock and Meat Board, at the semi-annual meeting in Chicago on December 7, 1934, told of the excellent results obtained from that intensive effort. The campaign, which is financed by 4,500 retail meat-dealers and is being supported by leading newspapers, is centering in Boston, New York, and Philadelphia, and reaching a population estimated at more than 20,000,000. Impressed by the possibilities, retailers of Pittsburgh are now backing a similar drive, which is expected to be in full swing by the first of the year.

Other phases of the board's work, as related by Mr. Pollock, include the meat-cookery program, which is enjoying ever-increasing popularity. Since the beginning of the present fiscal year, on July 1, 1934, schools have been held in twenty-nine cities, with an average attendance of 8,310 housewives. All told, 240,000 home-makers have witnessed the demonstrations and heard the lectures on the selection, preparation, and food value of meat.

New records have been set in meat-merchandising activities. Lecture-demonstrations featuring modern meat cuts and meat-cutting methods have been presented in fifty-nine cities, in sixteen states, before a total of 164,000 persons. As evidencing the interest taken by the retail trade in this branch of the board's work, Mr. Pollock stated that retailers from 601 cities had attended these meetings, many having traveled long distances to get there. Housewives, high-school students, service clubs, hotel and restaurant groups, etc., have likewise been reached through this project.

Calls for service in the field of home economics are being received from every part of the country. National organizations of an industrial, institutional, and professional character are constantly sending in requests for lectures, demonstrations, and literature on meat. Talks before doctors, dentists, dietitians, and laymen, educational exhibits at conventions, and nutrition literature are doing much to disseminate authoritative facts on the food value of meat.

New colored charts have been prepared and given wide circulation. A folder entitled "Ways to Use Economy Meats" is in extensive use by emergency relief and welfare organizations. Meat-merchandising manuals have been revised and reprinted for use by retailers in pushing sales. A new meat-recipe book will go into more than a million homes.

Other reports presented abundant evidence of the energetic way in which the work of the Meat Board is being carried on, and the important cumulative results secured.

Charles D. Carey, of Cheyenne, Wyoming, first vice-president of the American National Live Stock Association, is chairman of the board. The other representative of the American National is O. M. Plummer, of Portland, Oregon. Eleven additional members make up the list of producer representatives. Marketing agencies have three members, retailers two, and packers one.

## GUNNISON CATTLEMEN APPROVE TARIFF STAND OF NATIONAL

FULL INDORSEMENT OF THE EFFORT OF THE American National to maintain proper tariff protection for the cattle industry of the United States was given in a resolution adopted at a meeting of the Gunnison County (Colorado) Cattle Growers' Association on December 8, 1934. The resolution reads:

"We, the Gunnison County Cattle Growers' Association, approve the action taken by the American National Live Stock Association in its fight for the maintenance, and in some cases the increase, of the tariff on beef. Furthermore, we are opposed to the importation into the United States of any canned beef or frozen meat."

## NEBRASKA STOCKMEN OPPOSE TRANSFER OF FOREST SERVICE

RETENTION OF THE FOREST SERVICE IN THE DEPARTMENT of Agriculture was demanded in a resolution passed by the Executive Committee of the Nebraska Stock Growers' Association, meeting at Alliance on December 11. It was pointed out that the work of the Forest Service is so closely interwoven with that of numerous other bureaus in that department that, unless all of them were transferred to the Department of the Interior, the activities of the Service would be seriously handicapped. It was likewise asked that Nebraska be given representation on any committee selected to assist in formulating plans for the classification of grazing lands and location of range improvements. Secretary F. E. Mollin, of the American National, was requested to see to it that these resolutions be given proper consideration at the convention in Rapid City.

Proposed amendments to present laws enacted in the interest of the live-stock industry, likely to be submitted at the coming session of the State Legislature, were discussed, and a line of action was agreed upon.

## NEVADA NOW HAS STATE CATTLE ASSOCIATION

EXPANSION OF THE ELKO COUNTY CATTLE ASSOCIATION into a state-wide body, to be called the Nevada State Cattle Association, was completed at the meeting in Elko on December 14, as foreshadowed in the December PRODUCER. The constitution and by-laws of the new organization are identical with those of the organization which it displaces, except for the change in name, the provisions for membership, and the method of electing the personnel of the Advisory Board, which is to be based on the cattle population in each county having members.

The officers also remain the same: William B. Wright, of



Deeth, president; A. J. Dewar, of Lee, and George Garat, of Whiterock, vice-presidents; and George Russell, Jr., of Elko, treasurer; except that Mrs. Grace S. Reed has been named secretary in place of D. A. Castle. Headquarters will be at Elko.

The American National congratulates the Nevada people on the accomplishment of this important step, which completes the chain of organizations through which state live-stock groups voice their common interests.

### RELIEF MEAT SHOWN TO BE WHOLESOME

**R**ECENTLY, IN TOLEDO, OHIO, A NUMBER OF school children were taken ill with digestive disturbances. Since the children came from families on the relief rolls of the city, it was suggested that the trouble might be due to infection from government-canned beef. Local authorities, using mice in their preliminary tests, did not hesitate in declaring the meat bad. Stirred to action, the Department of Agriculture at Washington ordered its own inspectors to the spot, to make a thorough first-hand investigation. Included in the staff of investigators were sixteen cats. Cats, being dainty eaters that ordinarily refuse even slightly tainted meat, have been found to be much more reliable test animals in such cases than mice, which are less particular.

The result of the examinations was a clean bill-of-health for the beef. No evidence whatever of spoiled meat was discovered. These findings were confirmed by other reputable bacteriological laboratories not connected with the government service. In reporting upon the matter to the Federal Surplus Relief Corporation, Dr. John R. Mohler, chief of the Bureau of Animal Industry, says that "the cases of illness alleged to have followed eating of the canned beef were not caused by any fault in preparation and packing, and the product now on hand at Toledo is found healthful, wholesome, and in every way fit for human food."

In view of these assurances, possible fears of food-poisoning that may have been entertained by people elsewhere eating government beef, who have read of the Toledo case, may be dismissed as groundless.

### STOCK-YARD RATES AT SIOUX CITY AND ST. PAUL

**M**ATERIALLY LOWER RATES THAN THOSE NOW IN effect at the Sioux City stock-yards have been prescribed by the Secretary of Agriculture in an order issued on December 13 and to become effective January 12. The new basic yardage rates for live stock received by rail are: cattle, 27 cents; calves, 17 cents; hogs, 9 cents; and sheep, 7 cents. Rates by truck are somewhat higher, and a reweigh charge of about half the rail rates is provided for. The spread on hay is limited to 50 cents a hundredweight over cost, and on corn to 35 cents a bushel.

A new tariff has been filed by the St. Paul Stock Yard Company, to become effective January 1. The extra yardage charge on live stock received by truck has been abolished, and a uniform rate adopted, which is the same as that on rail receipts, except on calves, on which the rate has been reduced 5 cents a head. In lieu of the extra charge on trucked-in animals, a draft charge of 10 cents a head is provided for in the new schedule, which also contains reweigh charges, not previously included. The spread on hay has been reduced to 25 cents a hundredweight, and on corn to 25 cents a bushel, the latter figure to be determined each month. An annual saving

to producers of about \$40,000, on the basis of the amount of business done in 1934, is estimated by the company to result from these reductions.

A similar tariff has been filed by the Sioux City Stock Yard Company, also to become operative on January 1; the principal difference from the St. Paul schedule being a draft charge of 20 instead of 10 cents. A decrease in revenue of \$56,000 is forecast as a result.

These tariffs have been accepted for filing without passing upon their reasonableness, and without prejudice to such action as the Secretary of Agriculture may see fit to take in the future. It is the intention to watch the situation as it develops at St. Paul for a sufficient length of time to give the new schedule a fair test.

### LIVE-STOCK INSURANCE RATES AT OMAHA

**T**HE PRACTICE OF LIVE-STOCK COMMISSION FIRMS at Omaha of charging their patrons an exorbitant insurance rate has been checked by order of the Acting Secretary of Agriculture, under the Packers and Stock-Yards Act. It appears that the commission agencies have been placing insurance on live stock bought and sold at that market with the Hartford Fire Insurance Company, paying a premium of 15 cents per car, which has been taken out of the proceeds due the shipper, in spite of the fact that several other financially responsible companies, as admitted by the agencies themselves, were offering to carry the insurance at much lower rates. This violation of the provisions of the act has now been ordered stopped, effective December 13, 1934.

### DENVER CO-OPERATIVE COMMENDED BY FCA

**G**ENEROUS PRAISE HAS BEEN BESTOWED BY THE Farm Credit Administration upon the Intermountain Live Stock Marketing Association at Denver for its activities in moving 136,000 lambs from range to feed-lot during the drought of last summer, with a saving to shippers of \$1 a hundred pounds in middlemen's fees. According to the FCA, the Intermountain signed agreements to market 210,000 lambs from Colorado, Utah, and Wyoming, which ordinarily would not have moved out until October and November, but which the drought made it necessary to ship to feeders forty to fifty days earlier.

### THE CALENDAR

- January 12-19, 1935—National Western Stock Show, Denver, Colo.
- January 29-31, 1935—Annual Convention of National Wool Growers' Association, Phoenix, Ariz.
- February 19-20, 1935—Annual Convention of Arizona Cattle Growers' Association, Globe, Ariz.
- February 21-23, 1935—Live Stock Show, Tucson, Ariz.
- March 2-14, 1935—Houston Fat Stock Show, Houston, Tex.
- March 6-8, 1935—Annual Convention of Kansas Live Stock Association, Wichita, Kan.
- March 10-13, 1935—San Angelo Fat Stock Show, San Angelo, Tex.
- March 11-14, 1935—Amarillo Live Stock Show, Amarillo, Tex.
- March 12-14, 1935—Annual Convention of Texas and Southwestern Cattle Raisers' Association, Houston, Tex.
- March 16-24, 1935—Southwestern Exposition and Fat Stock Show, Fort Worth, Tex.
- March 25-26, 1935—Annual Convention of New Mexico Cattle Growers' Association, Roswell, N. M.
- April 14-18, 1935—Interstate Junior Live Stock and Baby Beef Show, South San Francisco, Cal.



# AMERICAN CATTLE PRODUCER

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Volume XVI JANUARY, 1935 Number 8

## THE YEAR OF THE DROUGHT

**T**HE SUN AT LAST IS SETTING ON 1934. AS we watch the year vanish into the mist of the horizon, we unite in fervent prayer that it may be a long time before we shall see its like again.

Pious people have advanced the suggestion that a wrathful Deity had chosen the drought as an instrument with which to punish our Secretary of Agriculture for interfering with eternal law. Those who hesitate to accept such an ungenerous theory, which would make millions suffer for the transgressions of a single individual, prefer to think that nature simply had exhausted her reservoirs and was busy storing up another supply of water while the sun kept grinning.

However that may be, we have had droughts before, and we shall have droughts again. We have had them before, and we have got over them. In fact, were it not for diligent historians who delight in digging up precedents whenever anything unusual occurs, the average man would have forgotten all about them. Human memory is blissfully short, and the optimism of man is an ever-bubbling spring. After two years of decent crops, we shall likewise cease to bemoan

the parched fields and famished cattle of the summer of 1934, as we are even now looking hopefully toward the corner behind which prosperity insists on hiding its moody face.

But there is no gainsaying that, while it lasted, the calamity in all conscience was real enough. May the powers that preside at weather headquarters save us from a repetition for many seasons to come! Upon the basis of what the past few months have taught us, let us proceed to make the adjustments and the provident planning necessary to deaden the blow when fate strikes us again. If thus we profit by our lesson, we shall yet draw wholesome juice from a shriveled lemon.

And let us not get too nervous over the danger to our moral fiber which many excellent people fear is threatening us from our dip into the pleasant pool of governmental paternalism. The stamina of the American farmer, we like to think, is not so easily destroyed. He springs of sturdier stock. Instead of retiring to the wailing wall of our fathers and shedding tears over our lost independence and sturdy self-reliance, let us be thankful that aid was forthcoming when we needed it as never before in our lives, and then turn around and face the future with renewed vigor and confidence.

## RAILROAD RATES vs. POWER RATES

**D**URING RECENT MONTHS THE ADMINISTRATION has made a hard drive to secure wider distribution of power and a substantially lower schedule of rates, or else—. The threats of competition with government-financed projects is used as the big stick to make the power companies be good.

The move is a popular one, and as a consequence it seems quite likely that there will be a tremendous increase in the use of electric power, with resultant benefits alike to the manufacturers of electrical equipment and accessories in larger sales, and to the ultimate consumer in lower rates and increased convenience.

But why confine the activity to power rates? The greatest error of the administration to date has been in permitting the talk of inflation to serve as an excuse for failing to deflate railroad charges, power and other utility rates, farm machinery and equipment prices, etc., in line with complete deflation of practically every branch of American agriculture. The result has been that, during the past few years of ruinously low prices for agricultural products, producers have been compelled to pay an ever-increasing share of their pitifully low gross returns for the cost of distributing these products.

No single act that could have been taken at any

time since March 4, 1933, would have been so far-reaching in restoring prosperity as a substantial reduction in railroad freight charges. The opportunity for such act is still open to the administration. Instead, however, of taking the same attitude toward the railroads as toward the power companies, the Reconstruction Finance Corporation has lent millions upon millions of dollars to railroads, so that Wall Street can continue to collect its railroad bond interest. Had these government loans not been made, there would have been no escape for the railroads from writing off that portion of their waterlogged capital structure which never did represent real investment, but upon which the shipping public has been levied to pay tribute for, lo! these many years.

Why should the railroads escape the same process of writing down their capital that banks, business houses, and agricultural producers have had to follow? Relieved from fixed charges that have dragged them down to their ruin, railroad operating officials could make rates upon a basis which the shipping public could afford to pay, could get back much of the business now lost to the rails, and could help make agricultural products worth more on the farm, thus restoring purchasing power.

The railroads have clearly demonstrated that they will not take the initiative to do the things that must be done. Wall Street is still in the saddle, so far as the railroads are concerned. The initiative must come from Washington. It is high time that some of the futile projects about which the administration has been concerned should be sidetracked, and attention given to this vital practical problem that has so long been delayed.

### LIFTING YOURSELF BY YOUR BOOT-STRAPS

**F**OR YEARS RADICAL AND SELF-SELECTED spokesmen, hardly entitled to be called leaders, for the dairy industry have carried on a campaign against permitting margarine to be sold in the United States, their openly admitted aim being a complete monopoly for butter as a table-spread. Vicious and misleading propaganda has been widely distributed, false claims have been made that for every pound of margarine displaced an additional pound of butter would be sold, and a rosy picture has been painted of the bliss that would be theirs if, and when, their objective was arrived at.

Two major obstacles have hampered the dairy industry in this country and prevented it from reaching a position which it could easily have attained. Neither of these hindrances is margarine. The first is overproduction of the industry's own commodity;

the second, devoting its main effort to attacks upon margarine, instead of placing its operations upon a higher plane, and pushing ahead to such a larger sales volume as would then be easily possible.

Recently there have been intimations that these zealots of the dairy business have failed to learn their lesson and are about to intensify their campaign. It may eventually be necessary for the margarine industry, in self-defense, to lay all the cards on the table and let the consuming public know the facts as to the relative conditions prevailing in the two trades, from the standpoint of purity, cleanliness, maintenance of quality, etc. That story, gleaned from publications of the Pure Food and Drug Administration, would astound the public.

As proof of the fallacy of the campaign now in progress on the part of the dairy people—who are really attempting to lift themselves by their own bootstraps—it is well to note the conditions obtaining in Canada, where the sale of margarine is not permitted. On December 14, at Calgary, No. 1 creamery butter was retailing at 22 cents a pound, while axle-grease was selling at 20 cents a pound.

There is a demand for margarine, based upon price and purchasing power, that is entirely independent of the usual consumer preference for butter *when purchasing power is not a factor*. It is unfair and un-American to deprive the large group of unfortunate people in this country today, whose purchasing power is little above an existence standard, of the right to buy a cheaper, but really healthful and nutritious, product. It would be far better for the margarine and dairy industries to join forces in setting high standards for their products, and in seeking to increase the sales of both products. That there is ample room for a substantial increase in both is clearly evidenced by a study of conditions in various European countries. The foolish thing to do is for both industries to devote energies and money, that could be better employed, to a continuation of the present fight of the dairy industry for a monopoly, and of the margarine industry for its very existence.

### TWO MORE TRADE AGREEMENTS ON THE WAY

**M**ORE RECIPROCAL TRADE AGREEMENTS are in the offing. In addition to the Cuban treaty, now in effect, and the four European countries, Central America, and the South American republics of Brazil and Colombia with which the preliminary steps have been concluded, as announced in our November issue, notice has been served by the Department of State of intention to negotiate treaties with Finland and the Netherlands, including the Dutch possessions in the East and West Indies.



In the case of Finland, our exports of agricultural products in the past have been principally bacon, lard, and cotton, although in relatively small quantities. Imports have been mostly cattle hides, calfskins, and wood-pulp. Exports of bacon and lard, and imports of calfskins, decreased markedly between 1929 and 1933.

To Holland and her colonies we have exported lard, wheat and other grains, oil cakes, lumber, fruit, tobacco, and cotton. Imports have been cheese, all kinds of hides and skins, and (from the East Indies) copra seed and palm oil. Trade in all these commodities has slumped substantially in recent years, except imports of copra seed and palm oil, which increased up to 1933, but have since fallen off, due to the tax of 1934.

In this list of imports, the concern of cattlemen centers around hides and skins. For many years the United States has been the dumping-ground for surplus stocks of these articles from every corner of the globe. A slight change was brought about by the imposition of a duty of 10 per cent ad valorem in the Tariff Act of 1930—but only a slight one. The moment hide prices in this country mounted a few cents a pound, slaughterers from Buenos Aires to Amsterdam again started to unload their accumulated stocks at our wharves, making a profit after paying freight and duty.

The inevitable conclusion to be drawn from this is that the present tariff is wholly inadequate to give effective protection to the industry which it was intended to protect. To reduce it would be little less than fatal. Nothing, of course, is given out as to the plans of the administration; and, in view of the President's repeated assurances that the purpose of the trade negotiations is to help, and not to hinder, agriculture, THE PRODUCER is loath to believe that hides, which play so important a part in the economy of our cattle industry, are among the products on which concessions will be made in the form of lower duties.

With respect to the excise tax of 5 and 3 cents a pound on imported coconut oil (including copra) and palm oil, it will be remembered that, when the matter was before Congress last spring, objections were raised at the White House to the inclusion of the Philippines, on the ground that it constituted a breach of faith with the islands. Since the proposed treaty deals with the Dutch East Indies alone, we do not believe that the tax is in serious danger of being lowered or removed, although it seems more than likely that it will be brought forth by representatives of the Netherlands as a fair subject for barter.

In spite of these fear-mitigating considerations, it behooves us to be vigilant. The American National has field briefs in the case of both Finland and the Netherlands, and will watch the situation closely.

### Charles D. Carey

AS THIS ISSUE OF "THE PRODUCER" GOES TO press, the telegraph brings the sad news of the death of Charles D. Carey and his wife, Mrs. Julianne Doane Carey, of Cheyenne, Wyoming, on January 6. They were returning home from Laramie when their automobile crashed into the center support of a railroad underpass a short distance west of Cheyenne. Mrs. Carey, her body crushed, was killed instantly. Mr. Carey, unconscious, was taken to Warren Memorial Hospital in Cheyenne, where he expired about an hour later.

Mr. Carey, who was fifty-three years old, was a son of the late Joseph M. Carey, at one time governor and later United States senator from Wyoming, and was a brother of Robert D. Carey, former governor and present senator, with whom he was associated in the operation of a big Hereford ranch north of Cheyenne. He was a graduate of Yale University. He had been three times married. A son and two daughters by his second wife survive him.

Mr. Carey's tragic death removes the first vice-president from the ranks of the American National Live Stock Association, at this moment gathered in convention at Rapid City, South Dakota, where the election of a new president is due, for which office he would have been in line. It will be a great shock to the entire membership, among whom he had none but friends. He was also chairman of the National Live Stock and Meat Board.

### 1934 BANNER YEAR IN MEAT CONSUMPTION

MORE MEAT WAS CONSUMED IN THE UNITED States in 1934 than ever before in history, we learn on the authority of Wm. Whitfield Woods, president of the Institute of American Meat Packers. Altogether, the aggregate volume of meat products eaten probably exceeded 20,000,000,000—twenty billion—pounds. Although this set a record for the amount consumed in any year, the average consumption per capita of meat and lard—approximately 162 pounds, on the basis of preliminary estimates—was somewhat below the all-time record of about 168 pounds set a number of years ago, when the country's population was smaller.

Some improvement occurred in the export demand for American pork products during 1934, but the volume remained relatively low. Total net exports of pork in the twelve-month period ending September 30, 1934, amounted to approximately 156,000,000 pounds—an increase of 21 per cent over the similar period a year earlier, and an increase of 36 per cent over two years ago. The figure, however, was about 24 per cent lower than a five-year average for the same period.

The export trade in American lard continued to decline, due largely to German quotas and exchange restrictions. Total shipments of lard abroad in the past hog-marketing year, which amounted to approximately 525,000,000 pounds, were 8 per cent smaller than exports in the previous hog year, 6 per cent less than two years ago, and 20 per cent smaller than the five-year average for this period.

Of special interest to live-stock producers was the upward trend in the value of all live stock, except lambs, during 1934. Average hog prices at Chicago advanced from \$3.38 during the first week of 1934 to \$5.70 in mid-December. (Neither the processing tax nor the benefit payments are included in either figure.) The average price of beef steers advanced from \$5.25 to \$7.15; veal calves advanced from \$5.42 to \$6.25; and lambs declined from \$7.64 to \$7.25.

So far as consumption is concerned, 1935 offers a different

outlook, says Mr. Woods. Three factors are chiefly responsible for this. One is the prolonged drought of last summer, which sharply curtailed feed crops and caused farmers to send their live stock to market at weights considerably below the average of other years, and to market many animals which otherwise would have been held over. Another factor is the government's production-control program, by which both corn acreage and the number of hogs on farms were considerably reduced. The third factor is the government's emergency drought relief operations, buying live stock in the afflicted areas and having it processed for distribution among the needy. From these reasons it is logical to conclude that the present year will be one of relatively limited meat supplies.

### YAVAPAI CATTLEMEN TWO UP ON AMERICAN NATIONAL

WHEN THE WESTERN CATTLEMEN CONVENED at Albuquerque a year ago, there was urgent need for new ideas and new methods of raising the money to finance the increasing activities of the American National Live Stock Association. There had preceded two or three years of depression, with cattle selling at extremely low prices. Money was scarce, and the finances of the association were at a low ebb. In this emergency, Clarence Jackson, now president of the Yavapai (Arizona) Cattle Growers' Association, came forth with a suggestion that has already borne fruit far beyond what he would have thought possible under the conditions. It occurred to him that Yavapai cattlemen had lots of calves, but little cash. Therefore, why not give a calf to support the American National? The result of the campaign inaugurated, and the delivery of the \$1,000 check, today are history.

Now comes word that Yavapai has again put over the calf plan and will deliver another \$1,000 check to the American National at Rapid City. The donation this year comes from one hundred members of the organization, and represents a lot of hard work and concentrated effort.

The idea, originated in Arizona, inspired the cattlemen of other states to extraordinary efforts during the past year, so that, by one system or another—the give-a-calf plan, the one-cent-a-head plan, etc.—the heavy program of the American National was amply financed, and a substantial cut made in its indebtedness. There are indications that there will be a still further spread of the Yavapai method of helping finance the association. Distributed in that fashion, it is not a real burden to anyone. If carried into every part of the cow country, as it should be, it would place the American National in a position to increase its usefulness to the industry tremendously.

### YOU CAN'T KEEP GILA COUNTY DOWN!

LAST YEAR GILA COUNTY, IN ARIZONA, THROUGH the operation of the calf plan, turned over to the American National Live Stock Association, at its Albuquerque convention, a very substantial check. This year, due to lack of rain and general feed conditions, it has been felt impracticable to attempt to duplicate last year's project. Instead, an ingenious scheme has been worked out: One thousand tickets have been printed, each ticket selling for \$1 and serving as a receipt for membership dues in the Gila County Association for the year 1935. A drawing will be held at the

convention of the Arizona Cattle Growers' Association at Globe on February 19 and 20, and the holders of the lucky numbers will become the owners of choice registered bull calves, one such calf to be awarded with every 300 to 350 tickets sold. Thirty per cent of the gross proceeds will be retained by the Gila County Association to pay for the calves, the expenses of the campaign, and the budget of the association for the year 1935. The remaining 70 per cent will be donated to the American National Live Stock Association. The plan is as generous as it is novel, and the AMERICAN CATTLE PRODUCER predicts a very successful outcome.

### ATTEMPT TO BE MADE TO REMOVE TAX FROM PHILIPPINE OIL

NOT UNEXPECTEDLY, PLANS WERE LAST MONTH reported to be under way for introduction of a bill in the present Congress providing for a specified quota of coconut oil to be imported duty-free from the Philippine Islands each year until their independence has finally been ratified. This quota, according to the *National Provisioner*, is expected to be about equal to the average imports for the past five years. In addition to being exempted from any duty that may be imposed, this oil would also be free from domestic taxation in the United States.

The beneficial effect of the present excise tax of 3 cents a pound is shown in the lessened imports of coconut and other vegetable oils, and in their declining use in the manufacture of margarine. As pointed out in previous numbers of the AMERICAN CATTLE PRODUCER, since the passage, early in the summer of 1934, of the law taxing these foreign oils, there has been an increase in the quantities of animal and vegetable fats and oils of domestic origin going into these products.

### FINAL CROP REPORT

BASED ON PRICES AS OF DECEMBER 1, THE TOTAL farm value of all 1934 crops, except live stock, is officially estimated at \$4,782,626,000. In 1933, crops, although 22 per cent above last year's in volume, were valued at only \$4,114,265,000, and the 1932 crops at but \$2,882,195,000. An area of 288,607,610 acres was harvested in 1934, compared with 329,127,890 acres in 1933 and 359,527,800 acres in 1932. The reduction, of course, was due to the drought and AAA crop restrictions.

Harvests and farm values of the most important crops in 1934 and 1933, as reported by the Department of Agriculture, are given below (three ciphers omitted):

Crop	Production		Price per Unit (Cents)	
	1934	1933	1934	1933
Corn (bu.)	1,380,718	2,351,658	78.6	39.3
All wheat (bu.)	496,469	528,975	87.1	67.9
Oats (bu.)	528,815	731,500	51.6	30.3
Barley (bu.)	118,929	155,825	77.2	40.7
Rye (bu.)	16,040	21,150	75.9	55.4
Potatoes (bu.)	385,287	320,203	41.3	69.9
Cotton (bales)	9,731	13,047	12.4	9.4
All hay (tons)	56,690	74,607	\$13.75	\$7.78
Sugar-beets (tons)	7,627	11,030	\$ 5.04	\$5.32

### Foot-and-Mouth Disease in Europe

Outbreaks of foot-and-mouth disease in the Netherlands in 1933 numbered 36,561; in Belgium, 28,755; in France, 24,222; in Germany, 1,044; in Denmark, 759; and in Great Britain, 87.



# WHAT THE GOVERNMENT IS DOING

## SECRETARY WALLACE'S REPORT

**C**ONTINUATION OF CO-OPERATIVE PRODUCTION control in agriculture is urged by Secretary Wallace in his annual report to the President. Now that the enormous surpluses which had piled up prior to the passage of the Agricultural Adjustment Act have largely disappeared, thanks jointly to crop control and to the drought, the task of the future stands out in bolder relief. This task, thinks the secretary, should be to adjust supply to existing demand, sometimes reducing and sometimes expanding production, but always keeping in view the goal of a "balanced abundance," instead of a policy of "scarcity economics."

One of the major elements in the restoration of agricultural parity, it is pointed out, is an increase in the purchasing power of the industrial population. Another is a reduction in prices of industrial products that have advanced too far. Broadly speaking, agricultural trade can increase only through an increase in the number of consumers. One way to bring this about would be through recovery of our export markets. As other countries have no cash with which to buy our goods, this would involve a mutual arrangement whereby we would accept a certain quantity of foreign products in return for our farm commodities. Exports would increase with imports. The success of the government's program of reciprocal trade agreements will depend upon the extent to which both parties are willing to make concessions. However, the advantage to the American farmer of enabling Europe once more to buy his surpluses would be enormous.

Reviewing the drought of 1934, Mr. Wallace declares that its effect was to emphasize the logic of AAA crop adjustments. The AAA programs brought about an orderly scaling-down of hog, cattle, and sheep numbers, and a net increase in forage, pasture, and hay-crop plantings. As a result, agriculture came through the season with more grain and hay per consuming animal than otherwise would have been available. Moreover, in the regions hardest hit by the drought, benefit payments on crop-adjustment contracts were the principal income of many farmers, thus constituting a kind of crop insurance.

As a safeguard against similar emergencies in the future, the secretary develops at some length his proposal for "an ever-normal granary." Reduced production for export, he says, makes it necessary for this country to maintain larger reserves against crop failure. These reserves, he believes, should remain in control of the farmer, through storage and government loan arrangements, coupled with an obligation to participate in any crop adjustments that may be continued. By co-ordinating storage with crop adjustments, farmers would have taken the first step toward control of live-stock production cycles.

Among results of farm recovery policies up to date, Mr. Wallace points to the fact that, while in the years from 1929

to 1932 the average farmer, after paying the expenses of production, plus interest and taxes, had nothing left as a return on his capital and management, in 1933 he had a small balance, and in 1934 realized a further substantial improvement. This improvement is attributable partly to dollar devaluation, partly to crop adjustments, and partly to natural changes in supply conditions, such as those caused by the drought. Farmers also benefited from extensive debt refinancing through the Federal Farm Credit Administration and through reductions in real-estate taxes.

## OUR DOMESTIC ANIMALS WERE NEVER HEALTHIER

**C**ONSTANT APPLICATION OF ADVANCES IN SCIENTIFIC knowledge to live-stock production is described by Dr. John R. Mohler, chief of the Bureau of Animal Industry, in his annual report to the Secretary of Agriculture. The wide range of the bureau's inspection work, and the special activities performed by it in connection with agricultural adjustment and drought relief, are summarized.

The eradication of the cattle tick in most of the southern states, with the deadly fever that it transmits, made safe the shipment of approximately a million cattle from drought areas to southern pastures during the past summer, Dr. Mohler points out. The average incidence of bovine tuberculosis throughout the country has now been reduced to the low mark of 1.1 per cent, as compared with 4 per cent at the beginning of eradication work, he tells us. More than two-thirds of all the counties in the United States either have completed the testing, with the slaughter of all reactors, or are rapidly approaching that goal. Bang's disease, or infectious abortion, which has long been the cause of heavy losses to cattle-owners, is now being vigorously combated by federal veterinary forces, co-operating with state and local officials. The horse maladies of dourine and glanders have practically been wiped out in domestic stock. Foot-and-mouth disease and other serious animal affections have been successfully kept out of the country.

Research in genetics, animal nutrition, and live-stock management has proved fruitful by providing stockmen with further knowledge concerning breeding principles and economical methods of production. In studies of meat quality, results showed the particular value of good pastures in the ration of cattle and lambs. Experiments with swine indicated that final feed-lot weights of around 225 pounds are associated with maximum quality in the pork.

Record-of-performance studies have shown wide variations in the ability of animals to utilize their feed and convert it economically into meat, pointing to the desirability of selecting breeding stock on the basis of performance of offspring.

In the investigations into systems of mating which will

produce horse stock most suitable for present-day needs, a superior type of utility and saddle-horse has been developed by crossing selected animals of the Thoroughbred and Morgan breeds. A Thoroughbred-Percheron cross has given a promising new type of draft animal. The use of fiber-measuring devices recently perfected by bureau technicians has provided a much improved basis for advancement in sheep-breeding.

A total of 77,500,000 meat animals were inspected by federal veterinarians during the fiscal year ending June 30, 1934. Procedures in administering the Packers and Stock-Yards Act, which comes under the jurisdiction of the bureau, are also presented in the report.

### FARMERS HAVE CHANCE OF WIDENING FOREIGN OUTLET

SO FAR THE EFFORTS OF EUROPEAN DEFICIENCY countries to become self-supporting with respect to farm products have not been crowned with uniform success, indicating possibilities for a better export outlet for American agricultural commodities, says Nils A. Olsen, chief of the Bureau of Agricultural Economics, in his annual report. With her present resources, Germany cannot hope to become self-sufficient in fats without the greatest sacrifices in her general economy. Great Britain and other countries have likewise been only partly successful in expanding their hog industries. No serious threat of increased cotton production is seen in Egypt or the Anglo-Egyptian Sudan. As to wheat, Mr. Olsen thinks that, with the return of world wheat prices to a higher level, the preference of European millers and bakers for American hard winter and Canadian spring wheats will reassert itself. The extent to which these markets may be improved will depend in large part upon changes in national policies, relaxed import restrictions, and better business conditions abroad.

Although increased wages and costs under the industrial codes, and the collection of processing taxes, have raised the cost of getting food products from the farm to the city, there is little evidence of abnormal widening of price margins, it is pointed out. The proportion of the consumer's food dollar going to the farmer rose from 33 per cent in the first half of 1933 to 37 per cent during the first half of 1934.

Investigations undertaken by the bureau to find out who finally pays the processing taxes showed that, except for brief periods, the wheat tax and most of the cotton tax were borne by consumers in the form of higher retail prices on flour and cotton goods. For a short time last winter, before hog numbers were reduced, the hog tax was borne largely by producers. Beginning in February, the price of hogs rose as a result of curtailed supplies.

During the fiscal year 1933-34 the bureau graded about 275,000,000 pounds of meat. Urgent requests for an extension of the meat-grading service have come from city authorities in Denver, Seattle, and Los Angeles. As a result, the service was begun in Seattle last fall, the city paying the cost of supervision.

The bureau is now completing its study of the effect of direct marketing of hogs, and a report may be expected early in the new year.

Farm tax delinquencies reached their peak in 1932 and have since declined, we are told, in response to reduced property taxes and increased incomes. Preliminary estimates show a reduction in total outstanding farm mortgage indebtedness of from 15 to 20 per cent between 1930 and 1933, attributed chiefly to the very large number of foreclosures.

### GOVERNMENT CATTLE AND SHEEP PURCHASES

GOVERNMENT PURCHASES OF CATTLE IN THE drought areas continued last month under the new allotments made possible by the additional funds set aside for this purpose. According to plans, approximately one million head were to be acquired, raising the aggregate to around 8,500,000; but it now seems that some of the states, due to delay in granting final quotas, will fail to fill their allotments, cutting down the total. The ultimate date for delivery has been fixed at January 15.

Up to January 2, 7,811,727 head of cattle had been bought, of which 1,309,817 had been condemned.

Ewe-buying operations are likewise drawing to a close. On January 2 the number purchased stood at 3,595,641, of which 2,189,023 had been condemned. Of Angora does, 354,432 had been bought and 248,347 condemned.

When final figures are available, THE PRODUCER will publish a complete list by states of all purchases made under this program.

### NEW PLAN TO MOVE DROUGHT CATTLE

A NEW PLAN FOR MOVEMENT OF CATTLE FROM the drought states to areas where surpluses of feeds are available was announced last month by the Agricultural Adjustment Administration. The plan is designed to assist producers in the western cattle country to dispose of cattle which they cannot feed during the winter to farmers in other regions who have a surplus of feed and wish to purchase or feed cattle. The government will not buy or sell cattle under this plan, but will act merely as a clearing-house of information to bring cattlemen and holders of feed together. Such a clearing-house has been set up at Kansas City, Missouri. State extension officials and county agents will forward inquiries.

Simultaneously with announcement of this plan, officials of the AAA stated that the total allotment of federal money to be spent in drought cattle purchases in the western states had been definitely fixed at \$115,822,000. It is estimated that this allotment will provide for the purchase of 8,522,300 head of cattle.

### CANADIAN HAY TO COME IN DUTY-FREE

ARRANGEMENTS HAVE BEEN MADE BY THE SECRETARY of Agriculture for the duty-free importation of about 300,000 tons of hay and straw from the Canadian provinces of Alberta, Saskatchewan, and Manitoba, to alleviate the feed shortage in the northwestern states. The roughage will be distributed through local commercial dealers on a service-charge basis, in territory where freight costs make this practicable. It is expected that most of the feed will be shipped into Montana, Wyoming, the Dakotas, and Minnesota.

### FUNDS ALLOTTED FOR CONTROL OF BOVINE MASTITIS

OWNERS OF CATTLE AFFECTED WITH MASTITIS (a disease of the milk glands) may take advantage of federal emergency funds for combating the ailment by applying for examination of their herds by an accredited veterinarian representing the Bureau of Animal Industry or a co-operating state. Cows that show marked physical evidence of mastitis will then be removed and slaughtered, and indem-



nities paid to the owners according to the appraised value, which must not exceed \$20 on a grade cow and \$50 on a registered purebred—the same as on cows afflicted with tuberculosis or Bang's disease. Owners also receive the salvage.

Funds amounting to \$800,000 for conducting this work have been allotted out of money made available by the LaFollette amendment to the Jones-Connally Act.

### GOVERNMENT-OWNED HIDES

**P**ROVIDED GOVERNMENT-OWNED CATTLE HIDES and calfskins taken off after September 5 are not processed into leather and leather products, assurance should be given the tanning industry that they will be marketed with the advice of the industry, at a price not below 9 cents a pound for light native cows (with proper differentials for other classes) before July 1, 1935, and that thereafter not more than 5 per cent a month in volume will be sold below that basis, it was asked in a resolution adopted at the annual meeting of the Tanners' Council of the United States, held in Chicago on October 18. After September 5, all such hides and skins should be put up for sale in their established commercial weights, selections, and grades. Request was made that shoes, or other materials properly made from leather, purchased by the government for the needy, be made from leather only as long as the emergency exists.

Appreciation was expressed of the helpful attitude shown by the agricultural interests in the effort of the tanning industry to keep these hides from depressing the leather market.

### BANKHEAD ACT TO BE CONTINUED

**B**Y A MAJORITY OF OVER NINE TO ONE, COTTON-farmers of the South have voted in favor of continuing the Bankhead crop-control measure, with its compulsory provisions for penalties in the case of those who exceed their allotments. This means that the law will be operative for another year, as, under the ruling of the Secretary of Agriculture, only a two-thirds majority was needed.

Opposition of small growers, who have depended upon the sale of a few bales of cotton for their necessary cash outlays, has largely been overcome by the exemption from the crop-restriction requirements of farms raising two bales or less.

### PROMOTION IN FOREST SERVICE AT DENVER

**P**ROMOTION OF LYNN H. DOUGLAS AS ASSISTANT regional forester, in charge of range management in the Rocky Mountain Region of the Forest Service, has been announced by Regional Forester Allen S. Peck. He succeeds John H. Hatton, for many years stationed at Denver and widely known throughout this region, who has been transferred to headquarters for the great shelter-belt project at Lincoln, Nebraska. Mr. Douglas has been connected with the Forest Service since 1911, and since 1913 has served continuously in this region as examiner and inspector of grazing.

At the same time, announcement was made of the appointment of Jay Higgins as administrative assistant of forest management in the Denver office. Mr. Higgins has spent several years on soil-erosion surveys and projects, and has been supervisor of the Nebraska National Forest.

### NEW ANIMAL HUSBANDRY CHIEF

**D**R. HUGH C. MCPHEE, GENETICIST OF THE Department of Agriculture, has been appointed chief of the Animal Husbandry Division of the Bureau of Animal Industry, in succession to Dr. E. W. Sheets, who was recently transferred to a field station of the department at Brooksville, Florida. Dr. McPhee came to the department in 1923, and was placed in charge of animal-genetics investigations in 1926. This division conducts research with domestic farm animals and poultry in many parts of the United States, in co-operation with more than a score of state experimental stations.

### ASSISTANT GRAZING DIRECTORS NEEDED

**S**EVERAL VACANCIES EXIST IN THE POSITION OF assistant director of grazing in the Division of Grazing Control of the Department of the Interior, the Civil Service Commission announces. Among the qualifications required are: experience as owner or manager of large range live-stock operations, practical acquaintance with land laws, executive and public-speaking ability, tact, and sound judgment. The duties of the position are enumerated thus: to assist in preventing overgrazing of public lands, to supervise fifteen grazing districts under the Taylor Act, to render immediate decisions on questions pertaining to districts, to conduct meetings of grazing committees, to study conditions with a view to determining equitable grazing regulations, and to direct the work of three grazing experts. Qualifications will be passed on by a special board of examiners composed of Harry B. Embach, general manager of the National Wool Marketing Corporation; Farrington R. Carpenter, director of grazing; and H. P. Hartshorn, of the Civil Service Commission. The salary is \$5,600 a year.

In addition, applicants for the position of grazer will be examined. Requirements are a high-school education or its equivalent, and at least seven years' experience as owner or manager of range live-stock operations. Salary, \$3,200 a year.

Full information may be obtained from the United States Civil Service Board of Examiners at any post-office of the first or second class, or from the Civil Service Commission, Washington, D. C. Applications must be on file not later than January 30.

### STOCKMEN'S DUTY TO ORGANIZE

BAKER, MONT., December 27, 1934.

TO THE PRODUCER:

I wish to commend the officers of the American National Live Stock Association for their good work and the interest they show in the welfare of the stockman. I think that any man who is in the live-stock business and who fails to support the association is making a bad mistake. If the stockmen fail to organize and look out for themselves, it is not very likely that anyone else will do it for them. Right now we need to take advantage of every chance we have.

As sure as the sun shines, there are better times coming for the cattleman. It is just a matter of sitting tight and by all means not say quit.

W. H. ROBERTS.

### Germans Asked to Eat More Mutton

As an encouragement to the German people to eat more mutton, the government has promulgated a law lowering the price on that commodity.

# OUR TRAFFIC PROBLEMS

## TRAFFIC AND TRANSPORTATION

BY CHARLES E. BLAINE

*Traffic Counsel, American National Live Stock Association*

### Increase in Freight Rates, 1934

THE INTERSTATE COMMERCE COMMISSION ON December 8, 1934, concluded the hearings on the railroads' petition for increases in freight rates and charges. Briefs are due to be filed with the commission on January 4, 1935, and oral argument is scheduled to commence on January 9. The argument will probably last at least four days, after which it is anticipated that the commission will render its decision within thirty days. Therefore the increased rates, if authorized by the commission, which is doubtful, in all probability will not become effective before February 1.

### Routing of Live Stock in Western Territory

The Union Pacific System Lines caused Agent H. G. Toll to publish, effective December 15, 1934, Item No. 875 in Supplement 9 to his Tariff No. 1325, which would, if it had been permitted to become effective, seriously have injured the live-stock producers in the western district, in that it would have restricted the routing of live-stock traffic between the Missouri River markets, on the one hand, and points on the Los Angeles & Salt Lake Line of the Union Pacific, on the other, to the Union Pacific System Lines, at the present rates. Stated otherwise, it would have eliminated the present routing, which has been in effect for a great many years, in conjunction with the Denver & Rio Grande Western and its eastern connections—the Santa Fe, Missouri Pacific, and Chicago, Burlington & Quincy—at the through rates prescribed by the commission in the *Western Live Stock Case*.

The provision which the Union Pacific sought to amend, but which amendment was suspended by the commission upon joint petition of the American National Live Stock Association and the National Wool Growers' Association, and others, permits shipments moving between the Missouri River markets, on the one hand, and points on the Los Angeles & Salt Lake Line, on the other hand, to be routed, at the present rates, either via the Rio Grande and its eastern connections or via the Union Pacific Line through Wyoming.

There has been, and is, a substantial movement of live stock between the Missouri River markets and points on the Los Angeles & Salt Lake Line. It is beneficial to the producers that they have both the Rio Grande and the Union Pacific routes open, in that it affords them wider territory, with varied climatic and feeding or grazing conditions, in which either to sell their live stock to feeders for finishing or to secure feeding or grazing in transit en route to the markets.

There are privately owned stock-yards, and grazing and feeding areas for finishing live stock in transit, along the lines of the Union Pacific, Rio Grande, Santa Fe, Missouri

Pacific, and Burlington in Colorado, Kansas, and Nebraska. The owners or operators of such stock-yards and grazing and feeding areas are in keen competition in the purchase of live stock from the producers for feeding for market. Therefore the producers at present are afforded a maximum of competition in the sale of their live stock. If the item referred to is permitted to become effective, and the routing is restricted to the Union Pacific System Lines under the present rates, the competition of the stock-yards and grazing and feeding areas on the other lines will be eliminated, as such interests will be unable to compete on a parity with like interests served by the Union Pacific System, because of the higher transportation charges (combination of the full local rates) which would then apply on shipments moving via the Rio Grande, Santa Fe, Missouri Pacific, and Burlington. Thus the producers would be subjected to lower prices for their live stock by reason of the material decrease in the buyer competition for their products.

Again, owing to the drought and other conditions, it is frequently necessary that the producers move their live stock from normal range and feeding territory to other feed-yards or pastures. Because of varied climatic conditions on the lines of the Union Pacific, Rio Grande, Santa Fe, Missouri Pacific, and Burlington, it quite frequently happens that, when feed or pasture is not available on one or more of these lines, it is available on some of the other lines for reasonable prices. Thus the producers at present are given a wide outlet, and consequently greater opportunities in purchasing feed or pasture for their live stock. If the item referred to is permitted to become effective, the feeding or grazing areas available at the present freight rates will be substantially curtailed, and consequently the live-stock producers will be confronted with higher charges for feeding and grazing their live stock.

The Union Pacific in 1925 sought to establish a similar restriction in the routing on shipments of live stock originating on its System Lines in Utah, Wyoming, Idaho, and Montana when destined to the Missouri River and east thereof. Upon application of numerous live-stock shippers, the commission suspended that proposal, and, after conducting an investigation, found not justified the proposed restriction, and ordered the schedules canceled and the proceeding discontinued. As that case is directly in point with the present proposal, the commission will no doubt take similar action in the proceeding. It has not yet designated the time and place for taking evidence.

### UNION PACIFIC TARIFF RULE SUSPENDED

SUSPENSION OF A TARIFF FILED BY THE UNION Pacific Railway, and requiring through-rate traffic to Los Angeles, shipped through the Denver and Salt Lake City gateways, to be routed via the lines of that road, was ordered on December 14 by the Interstate Commerce Commission.



The suspension allows the present arrangement, whereby the Los Angeles & Salt Lake Railway shares in the through-rate live-stock traffic routed over the Denver & Rio Grande Railway, to stand, pending a permanent decision by the commission, which must be rendered before July 15, 1935, when the tariff otherwise will go into effect. This suspension had been requested by the American National Live Stock Association.

On December 6, a subsidiary schedule was filed by the Union Pacific, permitting live-stock shipments originating on the Denver & Rio Grande to move over the lines of the former road at the through rate between Salt Lake City and Los Angeles, and also enabling flat-rate consignments from Denver to move over the Rio Grande and the Los Angeles & Salt Lake lines.

### MOFFAT LINE TO BE OPERATED BY GOVERNMENT

AT A MEETING OF THE BOARD OF DIRECTORS OF the Denver & Salt Lake (Moffat) Railroad last month, management of that line was turned over to a group of government officials, it is announced by the Interstate Commerce Commission.

This development, being the first instance of government operation of a rail line since the World War, came about through the attempt of the Denver & Rio Grande Railroad to purchase a controlling interest in the Moffat line, so that it could complete a transcontinental link directly through the Continental Divide by way of the tunnel through James Peak. For this purpose it borrowed the sum of \$10,763,150 from the Reconstruction Finance Corporation, believing that the loan could be repaid from earnings. In this hope it was disappointed, owing to the depression, and the RFC is now stepping in to protect itself, intending to control the road until the loan is paid. Wilson McCarthy, of Salt Lake City, former member of the RFC, has been selected as the new president.

### EFFORTS TO DEVELOP CATTLE TYPE SUITABLE TO SOUTH

BY CROSSING THE HUMPED AND HORNED BRAHMAN cattle, or zebu, of India with the Aberdeen-Angus breed of beef cattle, the Department of Agriculture, at the experiment farm at Jeanerette, Louisiana, has produced cross-bred cattle that are considered better adapted to conditions in the extreme South than are the beef breeds which originated in western Europe. Experiments with the Afrikaner cattle, developed by the Boers of South Africa, indicate that this cross may even prove superior to the Brahman crosses.

Federal activities in improving and establishing new breeds particularly adapted to the climate and feed available in the far South were outlined by W. H. Black, in charge of beef-cattle investigations for the Department of Agriculture, speaking recently before the annual meeting of the American Society of Animal Production at Chicago. Mr. Black paid tribute to the constructive breeding tests conducted by Robert J. Kleberg, Jr., manager of the King Ranch in Texas, whose experiments with the Brahman and Afrikaner crosses preceded and inspired the current program of the department. Mr. Kleberg's experiments have established the so-called Santa Gertrudis breed, which has three-eighths Brahman and five-eighths Shorthorn blood. The department's cross is one-fourth Brahman and three-fourths Angus, and produces a polled animal with hardly any of the characteristic Brahman

hump, and with more uniformity and better beef conformation than either Hereford or Shorthorn crosses. At the King Ranch the Afrikaner cross with the Shorthorn has proved better than that with the Hereford. The department is working on the Afrikaner-Angus cross, and will compare results with those of the King Ranch. The most satisfactory cross-bred will undoubtedly possess a predominance of the blood of one of the British breeds.

Mr. Black said that many have believed that the eradication of the cattle tick in the South was all that was required to make possible the development of beef cattle of high quality. Experience, however, shows that the established breeds of greatest value in the North do not do so well in the South, where the climate and vegetation are different, and where there are many insect pests that do not survive the northern winters. These conditions demand the development of beef breeds particularly adapted to the environment. Both the Brahman and Afrikaner cattle seem able to transmit special qualities of hardiness in these unfavorable surroundings. Until superior types are established, southern cattle-growers are likely to find it more satisfactory to use females of the native southern cattle, breeding them to bulls of standard breeds, with a view to retaining the hardiness developed in the South, and improving the conformation and beefiness of the offspring.

### American Lard Exports to Cuba Increase

Cuban imports of American lard in September and October, 1934—the first two full months since the reciprocal trade agreement went into effect—were 8,680,000 pounds, against 9,873,000 pounds for the entire calendar year 1933. Cuban imports of other American agricultural products also have increased materially.

## TANKAGE and CACTUS AS FEED FOR CATTLE

CORN BELT Feeders and Range Growers have been giving more study to feeding problems during the past few months than in many years.

"Tankage for Cattle," by H. P. Rusk, Chief of the Animal Husbandry Department of Illinois University, and the "Prickly Pear Problem," by H. P. Smith, Chief of the Agricultural Engineering Division of the Texas A. & M. College, are two feeding questions that are discussed fully in the January issue of the *National Live Stock Producer*, published at 160 North LaSalle Street, Chicago.

Although feeding problems are paramount at this time, the marketing problem is one that requires eternal vigilance on the part of cattlemen everywhere.

### National Live Stock Marketing Association

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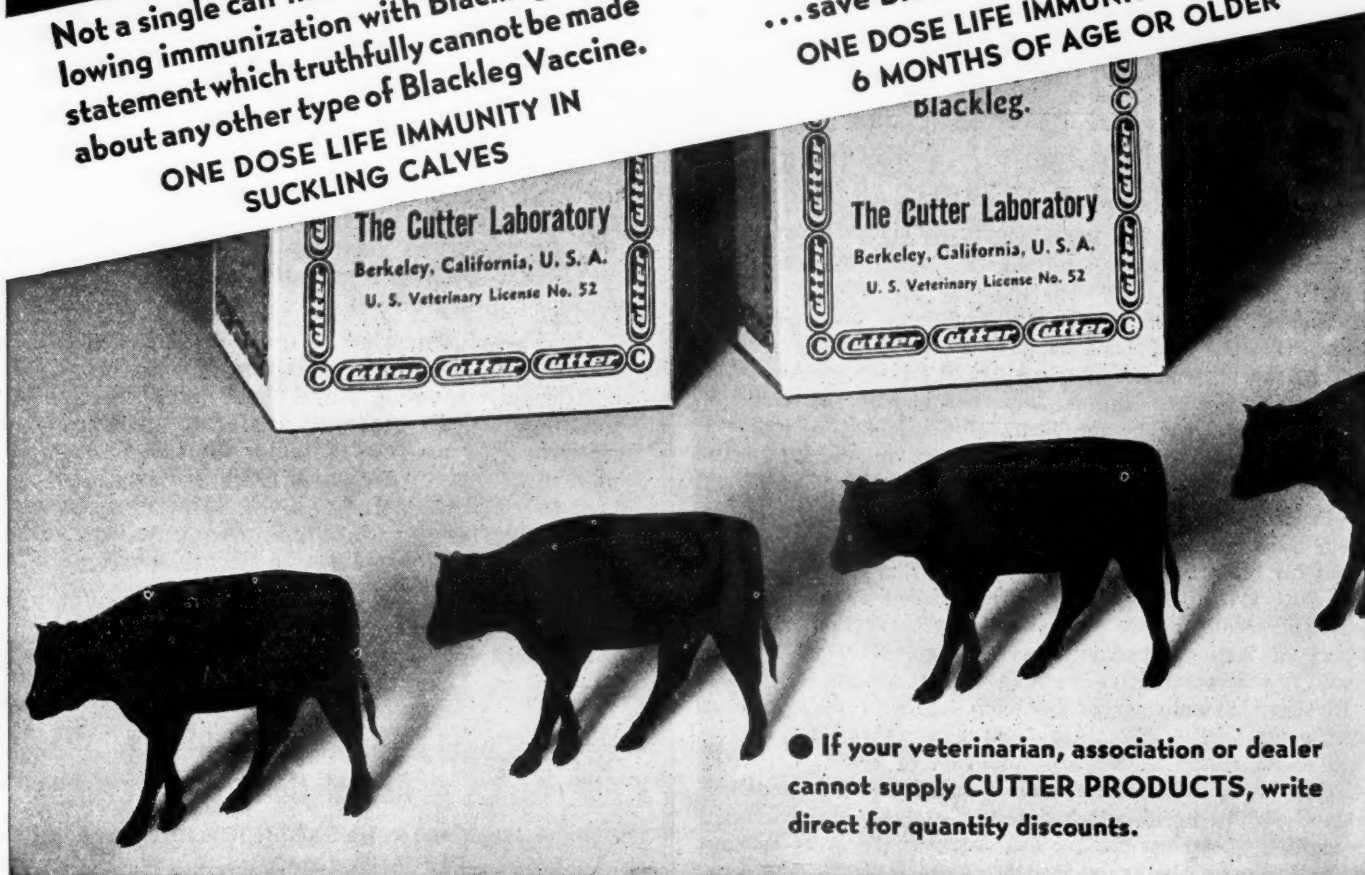


Not a single calf has died of Blackleg following immunization with Blacklegol...a statement which truthfully cannot be made about any other type of Blackleg Vaccine.

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# THE MARKETS

## LIVE-STOCK MARKET IN DECEMBER

BY JAMES E. POOLE

CHICAGO, ILL., January 1, 1935.

**HERALDING COMING EVENTS, EVERY BRANCH OF** the live-stock market enjoyed a veritable boom late in December. Cattle advanced 50 cents to \$1.50 per cwt.; hogs, \$1 to \$2; lambs, \$2.50 to \$3. Heavy steers fell 15 cents short of the \$11 mark; light cattle or long yearlings, 25 cents. Top hogs went to \$7.25 at Chicago and \$8 at Buffalo; which means \$10.25 with the tax added at eastern markets. Lambs reached \$9.35, after one of the most sensational advances in recent trade history. Supply curtailment, due to storms, may have exerted an influence, but the fact was patent that the corner had been definitely turned, with no prospect of a retreat.

### Heavy Steer Has Practically Vanished

Choice heavy steers, superabundant a year ago, practically disappeared from the market picture, forcing killers to substitute the product of short-fed heavies for kosher trade. The big play was on light cattle, especially yearlings and long yearlings, selling in the \$9.50 to \$10.75 range. Each week delivered fewer long-fed steers at market centers, early disappearance being assured. During the first quarter of 1934 the market was congested with a burdensome hang-over from the huge crop of beef made in 1933. Repetition is impossible. Not only have long-feds been closely marketed, but inroads have been made on the crop of warmed-up and short-fed cattle acquired by feeders during the July-to-September period, owners liquidating in apprehension of increasing gain cost and possibly lower prices. But for such liquidation, December slaughter would have produced scant beef tonnage.

### All Classes of Cattle in Brisk Advance

The sudden and somewhat unexpected advance in all kinds of cattle, from canner cows to prime steers, during the latter half of December had the logical result of reviving confidence in beef-making circles, checking liquidation, and putting the residue of the crop in stronger hands. Declining prices send cattle to market when feed is scarce; when prices work higher, a disposition to go along develops. If the late December advance is held—especially if another appreciation of \$1 occurs—the visible supply will be spread out, the technique of the market improved, and trading conditions stabilized. No excessive winter beef stocks are possible, but there is danger of irregular supply, with wide and sudden fluctuations. Semi-demoralization during the first half of December was due to premature disposal of cattle that ordinarily would have been carried 60 to 120 days longer. Feeders had a margin which they were reluctant to lose. By cashing, they saved this money, and, what was more important, cut off an onerous feed-bill. One Illinois feeder dumped 1,500 low-cost steers on the low spot early in December that would have been worth \$10 to \$15 per head more on the last round.

### Confidence in Trade Being Restored

With at least a measure of confidence restored, the trade is riding on an even keel. Margins have been increased by

about \$1 per cwt., the feed-bill has held stationary, and conditions for making gains have improved, the early December movement carrying thousands of mud-covered steers that had not done well in the feed-lot. Straw scarcity has made adequate bedding impossible, but low temperatures have obviated necessity for artificial comfort. Seasonal weather the rest of the winter—meaning temperatures well below the freezing point—will be a boon.

### Cost of Beef Marked Up

Beef cost, both wholesale and retail, has been marked up substantially, the market standing the test. This advance was scored during the season of maximum poultry consumption—always a trying period. Beef left coolers the moment it was chilled, price-haggling by retailers was stilled, and all killers bought for numbers. During the last week of December, when prices advanced 50 cents to \$1 per cwt., the major markets reported half a seasonal crop of cattle of all kinds and types; but this did not tell the story, as reduction in tonnage was even heavier. Immediately a demonstration was made of the fact that the line between surplus and deficiency is finely drawn.

### Cows and Heifers Selling Readily

In the resultant scramble for beef, everything wearing a hide profited. A demoralized cow market advanced 50 cents per cwt., bulls as much, and veal calves \$1 or more. Beef cows selling in the \$3 to \$5 range, previously a drug at \$1 per cwt. less, vanished over the scales as rapidly as buyers could get to them. Any kind of heifer, whether selling at \$5 or \$8.60, sold readily; Bologna bulls went on a \$3.50 to \$4 basis, and veals sold at \$6.50 to \$8 per cwt. Eastern killers, finding poor picking near home, filed orders at western markets, frequently clearing the major portion of the crop at Chicago; then clamoring for more.

### Retailers Beginning to Show Concern

A new problem is how far consumers will go. Admonished by Packingtown that beef will be scarce and higher, retailers are manifesting concern. The fact that about 20,000,000 people are "on relief" may not mean refusal to

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Incorporated 1908



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Costs no more than a good pocket-knife. Keen, well-tempered tool steel, expertly shaped for easily lifting out horn button; best for calves up to three months, so head will grow shapely. Earlier dehorning is far easier on calves and operator—means better growth, better prices.

Limited offer: For \$1.50, with prompt order, we will send above tool, with trial can of Anchor Brand Dehorning Paint—valuable protective dressing after dehorning or for other surface wounds.

**The Antiseptic Products Company**

3105 Walnut Street

Denver, Colorado

follow the advance by the non-indigent element, which will take less desirable product at the new scale of prices. The test will come along in March and April, when tonnage will be at low ebb.

#### Hog Shortage Not Generally Realized

How short the new hog crop is has not been generally realized outside Packingtown's inner circles. The between-holiday run was the preface of a notable chapter in swine-trade history. At markets east of Chicago, supply almost dried up, Buffalo going on an \$8 basis. Killers in eastern territory, having cleaned up local supply, filed heavy orders at Chicago and were largely responsible for a \$2 advance in light-weights, 180 pounds down, in two weeks. At Missouri River markets, meager supplies put prices on a Chicago parity, current receipts telling an eloquent story of drought disaster. Top hogs advanced from \$6.25 to \$7.25 with scant interruption, although this phase of the trade did not disclose the full appreciation. Overnight the country ceased liquidating immature hogs, incidentally cutting off a supply of cheap fresh meat.

#### Pig Crop 35 Per Cent Less Than in 1933

An official pig-crop report issued late in December indicated a decrease of 48 per cent in fall farrowing, compared with 1933. This is logical, as practically every hog-grower on the corn-hog sign-up secured his full quota, or more, on spring farrowing. The combined spring and fall crop of pigs in 1934 was estimated at 35 per cent less than that of 1933, and the estimated number of sows bred to farrow next spring at 17 per cent less than 1934. Private reports indicate that these figures are on the long side of prospective production, especially with respect to tonnage. The greatest reduction is in the area of maximum pork production—the Corn Belt. Responsibility rests, not with the corn-hog program, but with nature.

#### Packers to Profit on Storage Holdings

How closely the current hog crop has been marketed will be disclosed by slaughter figures for the January-to-March period, but that the major portion of it went to the butcher early and at light weight is evident. This has tucked away in storage a generous supply of both meats and lard that will show killers substantial inventory profits at merchan-

dising time; but, in view of deficient prospective production, these stocks are light enough to justify concern. Yields are low on a percentage basis, and the proportion of heavy meats, known as "English cuts," the smallest in trade history. Speculation in hog product, especially lard, has been running riot, its justification being found in premature slaughter of last spring's pig crop, and elimination, to a large extent, of the fall pig crop as a meat- and lard-supply factor. Lard substitutes are plentiful, but deficiency in meat production is serious.

#### Lambs Share in Upturn

Live-mutton trade got out of its \$6 to \$6.25 rut when, late in December, the lamb market was elevated to a \$9 to \$9.25 basis, from which it reacted about 50 cents per cwt. Various reasons were assigned, including storms and improvement in dressed trade. A long procession of starved western lambs invaded the market during the first half of December, thousands going to feeders at \$2 to \$4 per cwt. Many were lambs forwarded to the Corn Belt by western growers, to be finished on contracts, those taking them welching when winter arrived and the feed-bill soared. Responsible railroads moved many of these half-starved lambs to feed when winter set in. Farmers taking them under contract could see nothing but loss in the gain, forcing western owners to resort to repossession or face total loss.

#### Westerns to Go to Butcher Deficient in Weight

Native lambs were cleaned up in December. Premature liquidation of westerns was checked by the somewhat spectacular advance late in the month, affording feeders at least hope of reimbursement of the feed-bill; but the whole crop will go to the butcher at deficient weight and in poor condition, as \$9 to \$10 per cwt. will be necessary to put on gains. Colorado moved a few lambs late in December, initial shipments at Chicago realizing \$9 per cwt., and will top out right along. Packers, who are feeding several hundred thousand head, are nursing their holdings along, apparently in confidence that they will be worth more money.

#### Market Condition an Aftermath of Drought

The whole meat-making industry reflects drought aftermath, amounting to a debacle. Prices are substantially higher than at the corresponding period of 1933, although this is offset, to a large extent, by increased feed-lot cost. Nothing advantageous to any interested group—feeder, processor, distributor, or consumer—can come out of the present or prospective situation, which explodes the theory that short crops and beneficence are synonymous terms. The year 1934 was a period of bumper meat production; 1935 will throw trade machinery into low gear. The real story of drought results has not yet been unfolded.

#### STOCK-CATTLE VALUES DUE TO RISE IN SPRING

J. E. P.

TOWARD THE RISE OF GRASS NEXT SPRING, STOCK cattle will be worth considerably more money. Abundant precipitation east of the Missouri River promises ample pasture. A percentage of the light western cattle acquired during the debacle last fall are being roughed through the winter, to go on grass next spring, but a steady process of attrition is in evidence. Common fleshy steers with a beef-covering advanced \$1 per cwt. late in December, killers having difficulty in securing "something cheap" to satisfy demand for



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- (2) The best commercial herds;
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- (4) The car-lot shows;
- (5) The feed-lots.

WHEN YOU BUY WHR BULLS— YOU BUY THE BEST  
**WYOMING HEREFORD RANCH, Cheyenne**

#### Haley-Smith Company

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low-grade beef. Liquidation of so-called native cattle ran its course during November; an early winter completed the clean-up by January 1. Even a decrepit cow market picked up, carrying canner and cutter cows along with it. That the whole Corn Belt will be woefully short of cattle by next April is a statement not open to dispute. Territory west of the Missouri River has not had adequate precipitation; but the rise of grass is several months away, and nature may relent meanwhile. In any event, the low-altitude country will need cattle. Much of Illinois, southern and western Iowa, and northern Missouri were never so bare. East of Chicago, where corn is worth more than \$1 a bushel, letting warmed-up steers go to the butcher early is the logical course.

Replacement has dropped to low volume, and, owing to scarcity of both roughage and concentrates, will continue dormant until March at least—probably later. Meanwhile killers will grab anything with a beef-covering. They are now taking \$5 to \$5.50 steers that are merely fleshy feeders; \$6 to \$6.50 steers are nothing to brag about; and it is evident that feeders in quest of that type of cattle for warming-up purposes will get few, as killers can outbid them whenever they butt into the trading sphere. Conservation of roughage is unprecedented. Corn-cobs are no longer used for fuel, stalk-fields have been closely garnered, and anything resembling hay is a prize package.

Thin cattle are still going out at prices ranging from \$3 to \$4.50 per cwt., but these prices do not include the two-way type. December usually develops a country outlet for fleshy steers; this season that movement fell off sharply.

Low point in stock-cattle values was uncovered at mid-December. As the winter wears along, appreciation, already in evidence, will be marked.

### HIDES ARE ADVANCING

J. E. P.

**H**IDE TRADE HAS IMPROVED, BOTH IN VOLUME and in prices. Packer steer hides are selling freely at 8½ to 12 cents; cow hides, at 8 to 9 cents. Argentine hides have moved at close to 11 cents, New York delivery. Prospective reduced slaughter is one bullish influence; a healthy leather trade, another. Country hides are accumulating, in expectancy of further appreciation.

Shoe-manufacturers report activity, especially in foot-wear costing \$5 a pair or less. Wherever government money has been distributed in considerable amounts, a broad demand for cheap shoes has developed. The recent increase in hide prices has been effective in stimulating demand for leather. Current purchases, both of hides and of leather, are anticipatory of increasing demand rather than on spot account.

Hide-exchange activity discloses speculative psychology. Between government buying, restricted feeding, liquidation of warmed-up cattle, cleaning-up of common natives, and a "die-up" inevitable during the present winter, the logical position of hide-users and traders is on the bull side of the market. Packers have been taking the market for their current take-off, and such hides as they own are in strong hands. Both the situation and the prospect are adverse to tanners and leather-manufacturers. This is indicated by a keen demand for leather on a future-delivery basis.

Recent sales of hides have reduced packer stocks, and only the government accumulation is hanging over the market. Government buying is practically over, the last million head being in the bag, with scant probability that another appropriation will be available. South American markets are decidedly firm, indicating improved European

demand. Unless something unexpected develops, all hides and skins—anything, in fact, convertible into leather—will be worth more money.

### COMPARATIVE LIVE-STOCK PRICES

**B**ELOW ARE FIGURES SHOWING PRICES ON THE principal classes and grades of live stock at Chicago on January 3, 1935, compared with December 3, 1934, and January 2, 1934 (per 100 pounds):

SLAUGHTER STEERS:	Jan. 3, 1935	Dec. 3, 1934	Jan. 2, 1934
Choice (1,100 to 1,500 lbs.).....	\$10.50-11.15	\$ 8.75-10.25	\$ 5.25- 6.50
Good .....	8.25-10.50	6.50- 9.25	4.25- 6.00
Choice (900 to 1,100 lbs.).....	10.00-11.00	8.75- 9.75	6.25- 6.85
Good .....	8.25-10.50	6.50- 8.75	5.00- 6.25
Medium (900 lbs. up).....	6.00- 8.50	4.50- 6.50	3.75- 5.25
FED YEARLING STEERS:			
Good to Choice.....	7.75-10.50	6.25- 9.25	5.50- 7.00
HEIFERS:			
Good to Choice.....	6.50- 9.00	5.25- 8.50	4.25- 6.50
COWS:			
Good .....	4.25- 5.50	3.25- 5.00	2.75- 3.75
CALVES:			
Good to Choice.....	4.50- 8.25	4.50- 7.00	3.00- 4.00
FEEDER AND STOCKER STEERS:			
Good to Choice.....	4.00- 5.50	4.00- 5.50	3.75- 5.00
Common to Medium.....	2.75- 4.25	2.50- 4.00	2.50- 3.75
HOGS:			
Medium Weights (200 to 250 lbs.)....	7.25- 7.65	5.85- 6.25	3.40- 3.50
LAMBS:			
Good to Choice (90 lbs. down).....	8.50- 9.35	6.65- 7.25	7.25- 8.00
EWES:			
Good to Choice.....	3.00- 4.00	1.75- 2.75	2.25- 3.85

Herd Bulls

Range Bulls

PURE-BRED HEREFORD  
CATTLE

**Perry Park Ranch**

Larkspur, Colorado R. P. Lamont, Jr., Owner

REGISTERED  
**HEREFORD  
CATTLE**

Choicest blood-lines; outstanding individuals; raised under actual range conditions

**T. E. MITCHELL & SON**

Tequesquite Ranch

**ALBERT, NEW MEXICO**

### HOLDINGS OF FROZEN AND CURED MEATS

BELOW IS A SUMMARY OF STORAGE HOLDINGS OF frozen and cured meats, lard, poultry, creamery butter, and eggs on December 1, 1934, as compared with December 1, 1933, and average holdings on that date for the past five years (in pounds except as otherwise noted):

Commodity	Dec. 1, 1934	Dec. 1, 1933	Five-Year Average
Frozen beef.....	105,225,000	50,706,000	45,839,000
Cured beef*.....	32,423,000	19,304,000	17,567,000
Lamb and mutton.....	4,686,000	2,888,000	3,520,000
Frozen pork.....	158,034,000	81,985,000	74,975,000
Dry salt pork*.....	52,155,000	81,703,000	66,683,000
Pickled pork*.....	359,475,000	365,766,000	304,593,000
Miscellaneous.....	113,450,000	54,243,000	57,676,000
Total meats.....	825,448,000	656,595,000	570,853,000
Lard.....	103,968,000	116,077,000	56,153,000
Frozen poultry.....	105,649,000	91,211,000	93,276,000
Creamery butter.....	81,023,000	138,166,000	83,455,000
Eggs (case equivalent)	4,554,000	4,708,000	4,953,000

\*Cured and in process of cure.

### WOOL TRADE CONTINUES SLUGGISH

J. E. P.

WOOL TRADE HAS BEEN DORMANT AROUND THE end of the year, in accordance with custom. Other than buying Texas twelve-month wools, transactions have been of miniature volume, that trade being on a 68- to 70-cent clean, Boston, basis. After inventory-taking, a pick-up is expected, and considerable optimism is extant. Many mills are sold ahead; retailers are buying spring and summer goods; a stiff early winter has whittled down stocks of winter wear, and new orders are being placed several weeks in advance of the usual schedule. Buying activity in women's wear has been

pronounced, garment-manufacturers are placing written commitments for suitings and coatings, and available supplies of spot goods adapted to men's wear are meager. Distributive trade reflects diminished production of fabrics and clothing during the latter half of 1934, which literally paralyzed the wool market, and, facing bare shelves, the trade is more concerned about replacement than distribution. Jobbers' stocks are running low, the logical sequence being advances of 15 to 25 cents a yard above lows for the season.

Fine grades comprise the bulk of current purchases. Some half and three-eighths blood has moved, but quarter-bloods are out of the picture. Foreign markets, both primary and secondary, are holding steady to firm, Merinos showing an advancing tendency. At Southern Hemisphere markets, especially South American, cross-bred wools have accumulated. The current movement from the West to eastern concentration points is light.

Worsteds have had a decided advantage over woolens, in consequence of low prices, correcting an out-of-line condition existing for several months past. The year 1934 was a woolen period, such fabrics possessing a style element and a strong price appeal. Worsted-manufacturers are bidding strongly for competitive ground lost last year, in an effort to restore a normal balance between the two departments of the industry.

Most of the business in controlled wools has been done at the lower end of the stabilized price range, but quotations on "free" wools have been slowly gaining ground, promising a uniform price range.

Stocks are ample, if not heavy. The 1934 clip was 3 per cent lighter than that of 1933, but consumption fell off 30 per cent, due more to extensive use of substitutes than to any other factor. The 1935 clip is close, Arizona and southern California crops being scheduled to leave the sheep's back in February, so that no scarcity is apprehended. On the other hand, manufacturers' inventories of raw wool are light, and, between drought and other repressive influences, tonnage of the 1935 clip will be curtailed.

The present trend of prices is slightly upward all over the world. Recovery at London has been stimulated by German buying. In this market, strength is apparent, which accounts for the fact that foreign trends have been ignored. The margin of safety between prices of domestic wools and importing cost is still so narrow that foreign markets are unusually important.

The fact must not be overlooked that restricted selling of domestic wools to maintain prices set by the National Wool and Mohair Advisory Committee has created an accumulation.

The year 1934 made a low record of consumption in the United States, the domestic stock increasing about 100,000,000 pounds. A conservative January 1, 1935, estimate of the domestic visible supply is well over 300,000,000 pounds, grease equivalent, which is a six-month supply at a high rate of mill activity, or a ten-month supply at a reasonable rate. In other words, present supply is two to three months extra, compared with a year ago. Obviously mill activity cannot be expected to absorb this before it can be supplemented by early-sheared wools.

Essential to a general advance in domestic wool prices will be an upturn abroad, relations between foreign and domestic prices being unusually intimate.

"THE PRODUCER still continues to excite and interest all ranchers in this district, and is certainly one of the very best of cattle papers."—MAJOR HENRY W. WALKER, Fazenda "El Algodon," Rio Rupununi, British Guiana.

### Range Bulls That Are NOT Pampered

Domino, Beau Aster, and Anxiety Breeding

Bred, Raised, and Developed on the Strong Grama Grass of the High Dalhart Plateau

**COON & CULBERTSON**

Dalhart, Texas

### Painter HEREFORDS

We specialize in the rugged, large-boned type of Herefords, rather than the smaller, fine-boned show type.

Quality has no substitute

**JOHN E. PAINTER & SONS**

ROGGEN, COLORADO



## LIVE STOCK AT STOCK-YARDS

APPENDED ARE TABLES SHOWING RECEIPTS, SHIPMENTS, and federally inspected slaughter of live stock at sixty-two markets for the month of November, 1934, compared with November, 1933, and for the eleven months ending November, 1934 and 1933:

## RECEIPTS

	November		Eleven Months Ending November	
	1934	1933	1934	1933
Cattle*	1,598,081†	1,202,558	18,400,760‡	11,445,386
Calves.....	564,420†	496,268	7,572,404‡	5,145,596
Hogs.....	3,217,586	3,207,163	30,580,054	37,044,966
Sheep.....	1,833,171§	2,064,263	24,595,828§	25,410,017

## TOTAL SHIPMENTS†

	November		Eleven Months Ending November	
	1934	1933	1934	1933
Cattle*	648,476	560,020	8,014,350	4,549,382
Calves.....	186,133	171,412	2,213,928	1,600,151
Hogs.....	881,321	827,810	8,824,694	8,931,271
Sheep.....	818,659	1,031,395	12,070,338	12,456,267

## STOCKER AND FEEDER SHIPMENTS

	November		Eleven Months Ending November	
	1934	1933	1934	1933
Cattle*	258,704	309,980	3,040,007	1,994,527
Calves.....	58,625	71,189	460,164	376,425
Hogs.....	52,290	27,643	516,020	369,560
Sheep.....	282,561	461,500	3,227,564	2,864,647

## SLAUGHTERED UNDER FEDERAL INSPECTION

	November		Eleven Months Ending November	
	1934	1933	1934	1933
Cattle*	1,232,365†	777,005	12,075,100‡	7,934,506
Calves.....	494,992†	423,965	6,893,684‡	4,504,777
Hogs.....	4,022,858	4,501,047	39,390,418	42,695,854
Sheep.....	1,368,138§	1,355,930	16,003,242§	15,963,435

\*Exclusive of calves. †Including stockers and feeders.  
‡Includes cattle and calves purchased for Federal Surplus Relief Corporation.  
§Includes sheep purchased for Federal Surplus Relief Corporation.

## FEEDSTUFFS

COTTONSEED CAKE AND MEAL ON JANUARY 7 were quoted at \$39.50 a ton, f. o. b. Texas points. Omaha hay prices on January 4 were as follows: alfalfa—No. 1, \$22.50 to \$23; standard, \$21.50; No. 2, \$20 to \$21; No. 3, \$19 to \$20; sample, \$13 to \$16; upland prairie—No. 1, \$23; No. 2, \$21 to \$22; No. 3, \$17 to \$19; sample, \$16; midland prairie—No. 1, \$20; No. 2, \$18 to \$19; sample, \$15 to \$16; mixed hay—No. 1, \$23; No. 2, \$21; No. 3, \$17 to \$19.

## Argentina Seizes Records of Packing Firm

Twenty-one boxes labeled "corned beef," but in reality containing account-books of the Anglo Packing Company, an English concern, were confiscated in a raid on a British freighter at Buenos Aires last month, according to press dispatches. The Supreme Court of Argentina had just declared valid a law giving the Minister of Agriculture the right to examine packers' books. The constitutionality of this law was disputed by the packers.

## WHOLESALE MEAT PRICES

WHOLESALE PRICES ON WESTERN DRESSED meats at Chicago on January 2, 1935, compared with December 3, 1934, and January 2, 1934, were as below (per 100 pounds):

## FRESH BEEF AND VEAL

	Jan. 2, 1935	Dec. 3, 1934	Jan. 2, 1934
STEER (700 lbs. up):			
Choice .....	\$14.00-15.00	\$13.00-14.00	\$ 8.00- 8.50
Good .....	11.50-14.00	10.50-13.00	7.00- 8.00
STEER (500 to 700 lbs.):			
Choice .....	13.50-14.50	12.00-13.00	8.00-10.00
Good .....	11.50-13.50	10.00-12.00	7.00- 9.00
YEARLING STEER:			
Choice .....	13.50-14.50	12.00-13.00	10.00-11.00
Good .....	11.50-13.50	10.00-12.00	8.50-10.00
COW:			
Good .....	8.00- 9.50	7.00- 8.00	6.00- 7.00
VEAL:			
Choice .....	12.00-13.00	10.00-11.00	8.00- 9.00
Good .....	11.00-12.00	9.00-10.00	7.00- 8.00

## FRESH LAMB AND MUTTON

LAMB (45 lbs. down):			
Choice .....	\$15.50-17.00	\$14.00-15.00	\$12.50-13.00
Good .....	14.50-16.00	13.00-14.00	12.00-12.50
MUTTON:			
Good .....	8.00- 9.00	6.00- 7.00	5.00- 6.00

## FRESH PORK CUTS

LOINS:			
8-12 average .....	\$19.00-20.00	\$12.00-13.00	\$ 9.00-10.50

"I find a lot of useful information in THE PRODUCER, and it is certainly worth the money."—W. H. ROBERTS, Baker, Mont.

# QUANAHA

## Cotton Oil Company

Quanah, Texas

Manufacturers and Dealers

43% and 41% Protein  
Cottonseed Cake and Meal

Wire or write us for prices.  
We'll do the rest!

Located to give quick service

**COTTONSEED CAKE** 41-43%  
All Sizes

Quick Shipment : Fresh-ground

**Humphreys-Godwin Co.**

Memphis, Tennessee

# FOREIGN

## LIVE-STOCK INTERESTS IN AUSTRALIA

BY A. C. MILLS

[Special Correspondence to The Producer]

MELBOURNE, December 5, 1934.

**N**OW THAT THE FEDERAL PARLIAMENT HAS SETTLED down after the elections, it is hoped that definite action will be taken to develop, in a pastoral sense, the far north of Australia. Successive governments are reputed to have discussed the problem, which is a pretty big one, but few have gone beyond vague promises. Certainly the last federal government went a little farther than its predecessors, in that it broadcast the information that it was willing to consider offers from overseas financial interests to form chartered companies that would do the necessary developing in return for certain concessions. Big money, however, apparently thinks it can find a better use for surplus capital, if there is any of that commodity about; for nobody has yet come forward with a concrete proposal which involves putting up a large amount of ready cash.

The great bulk of the north—i.e., the area lying within the borders of the Northern Territory and the northern portion of the State of Western Australia—is quite good cattle-breeding country. About 50 per cent of the total area, including the best land, has long been held on lease from the crown by various companies or individuals, and is utilized as cattle runs. Owing, however, to its isolation and to other disabilities which make the cost of essentials for the improvement of the country almost prohibitive, proper development has been very slow. Since the slump in beef values of the last few years, development has to all intents and purposes ceased, in respect not only to the runs, but also to the stock carried.

Broadly speaking, development to date has not gone far beyond the stage of absolute necessity. Water supply practically covers the lot. True, a little fencing has been done; yet that, too, may be regarded as just so much to make the working of stock handier, and consists of a bullock paddock and a horse paddock here and there. In addition to the all too infrequent permanently flowing creeks and rivers, subartesian bores have been sunk, but their number is limited by the high cost of plants.

The present leaseholders claim that, given a reasonable deal, they will be better able than overseas chartered companies to develop the country. The essentials of the reasonable deal are absolute security of tenure for, say, fifty years; a reduction in rents to those who spend money on improvements; the remission of customs duty on boring plants, fencing, and building materials; and the provision by the government of adequate water by means of subartesian bores on the principal stock routes.

There is little doubt that concessions such as the foregoing would do much toward putting leaseholders on their feet, though obviously a rise in beef values is also necessary. The latter involves the provision of more outlets for cattle. Apart from a maximum of a little over 30,000 head a year that can be slaughtered for the beef-export trade at the freezing and chilling plant at the port of Wyndham, the annual out-turn, except for a small number shipped direct to Perth, the capital of Western Australia, has to find its way to the markets in the eastern and southern states. That usually

means an overland droving trip of anything up to and over 1,000 miles, which, after the losses and expenses are met, leaves little or nothing for the grower. Proposals are on foot for the erection of other packing plants in the north, but they can only come into being if the government gives sympathetic treatment in the way of remissions of customs duty on supplies, and relief from taxation dues.

It now remains to be seen how far the new federal cabinet will go. Hope centers on certain members who are known to be country-minded, and the question is how far they will be able to influence dyed-in-the-wool politicians whose aim is to preserve votes. Unfortunately for the far north, their voting power is practically nil.

Figures have lately been made available relative to returns received by cattlemen who had their fats slaughtered for export at the Wyndham meat-works in 1933. A total of 31,239 were treated, and the average cash payment at plant was, say, \$13 per head. This does not take into account expenses in connection with droving to the plant, which, in the case of cattle bred 100 or more miles away, must have made a considerable hole in the receipts.

Final returns for the 1934 season will not be available until all the beef is sold. As, however, a small portion of the output for that year was shipped chilled and realized higher prices, it is expected that the average will be a little better than in 1933, when all the export beef was hard frozen. Still, even if it were \$16.80 a head, which is not at all likely, cost of production would hardly be covered.

The usual early summer scarcity of fat cattle is being experienced in Queensland. Values there have firmed. Packers are practically off the market; nor are they likely to operate again to any extent until about the end of January. Current market quotations in Brisbane for prime light bullocks intended for the local butchering trade range from \$5.75 to \$6.50 per 100 pounds, dead weight, and are expected to go higher. In the southern states, where offerings are freer, prices have dropped somewhat during the last couple of months. Sydney quotations for light steers are \$6.75 to \$7.20 a hundred, and Melbourne quotations \$6.25 to \$6.75.

The progress made in the technique of shipping chilled beef to Great Britain, and the consequent improvement in the potential value of best-grade steers, have given fresh prominence to the serious losses which occur through bruising of cattle in transport from pastures to meat-works. Trucked cattle, in particular, receive far too much knocking about in the yards and on rail, and, while some can be avoided by more careful handling, the main cause of the trouble is horning.

Dehorning is not a practical proposition on large outback runs, where cattle are mustered only once or twice a year, but it is being taken up on the smaller and handier properties. Owners are being encouraged in this by some of the packers offering a small premium for hornless stock. The amount is not much, though more than sufficient to cover the expense of treating horn-buds in calves and cutting the horns off older animals.

### Argentine Beef-Producers to Operate Own Plants

Creation of a Corporation of Meat Producers has been authorized in a decree issued by the Argentine Ministry of Agriculture. The corporation, which is to have a maximum capital investment of \$30,000,000 (Argentine), may slaughter cattle for its own account or for third parties; process and sell meats and by-products; and purchase, construct, or hire freezing-plants, factories, markets, etc. Membership is open to all cattle-dealers paying an annual tax of at least \$10 on their sales.



# THE BULLETIN BOARD

## FEWER CATTLE ON FEED

Feeder movement into the Corn Belt states in November was 45 per cent below the five-year average 1929-33, and was the smallest in sixteen years, reports the Denver office of the Division of Crop and Live Stock Estimates. Total shipments from July to November were about 1,100,000 head, compared with 1,120,000 last year and 1,306,000 for the five-year average. Reports from western states indicate that the number of cattle to be fed this winter will be considerably below 1933, except in California, where there is a small increase.

## FALL PIG CROP CUT IN HALF

A decrease of about 48 per cent in the fall pig crop of 1934 from that of 1933, a decrease of about 35 per cent in the combined spring and fall crops from a year ago, and a prospective decrease of 17 per cent in the number of sows to farrow in the spring of 1935, are shown in the estimate issued by the Department of Agriculture on December 1. For the United States as a whole, according to the report, the number of pigs saved in the fall season (June 1 to December 1) of 1934 is estimated at 15,432,000 head, which is a decrease of 14,236,000 head, or 48 per cent, from the 29,668,000 saved in 1933, and probably the smallest crop in thirty-five years. Percentage decreases for the various areas were as follows: North Central (Corn Belt), 55; North Atlantic, 18; South Atlantic, 18; South Central, 33; Western, 48.

Combined spring and fall crops in 1934 are estimated at 52,923,000—a decrease of 35 per cent from the 81,757,000 head of 1933. The number of sows to farrow in the spring of 1935 (December 1 to June 1) is estimated to be 5,356,000 head—a decrease of 17 per cent from the 6,425,000 farrowing in the spring of 1934.

## MINNESOTA COMPLETES TUBERCULOSIS TESTS

In recognition of Minnesota's success in eradicating bovine tuberculosis, the Department of Agriculture has design-

nated the state as a modified accredited area, being the eighteenth state to gain that distinction. The completion of testing in the few remaining counties was conducted rapidly in 1934, because of the increase in workers made possible through federal emergency legislation. At the beginning of the eradication campaign the degree of bovine tuberculosis varied considerably in different parts of the state, the heaviest infection, as in many other parts of the country, being in the larger dairy centers.

## FARMERS WARNED AGAINST FEEDING WHOLE SOY-BEANS

A warning to American farmers against the feeding of whole soy-beans to hogs has been issued by the Institute of American Meat Packers. Although soy-beans represent a desirable and

profitable crop of increasing importance to American agriculture, the feeding of the beans in their natural state, either whole or ground, usually leads to what is known in the meat trade as "soft" pork, it is pointed out. The oil should be crushed from the beans before they are used. After the oil has been removed, a feed high in protein content remains, providing a good feed for hogs and other live stock, without the danger of "softening" the meat.

## COTTONSEED PRODUCTS AS A LIVE-STOCK FEED

Cottonseed products, in their various forms, have played an ever-increasing role as a feed for live stock in all parts of the United States. On the ranges of the West, cottonseed cake or meal has today come to be the most widely used protein concentrate in the feeding of cattle. In addition to its value in carrying the animals through the winter or during periods of drought, it has added materially to the carrying capacity of the range, has increased the calf crop, and has supplied some of the essential mineral elements—like phosphorus and calcium—in which much range forage is deficient.

## Don't Postpone —Telephone



If a letter is delayed . . . if someone is ill in another town . . . if it's an important business matter—Telephone.



There is no uncertainty or delay by telephone. You get an immediate answer from the person you want to reach.



A pamphlet giving various rations for the feeding of beef cattle; from calfhood up, as well as for the dairy herd, sheep, and hogs, and showing the most advantageous proportions of cottonseed products in the daily menu of each group, as ascertained in actual feed-lot practice, has been prepared by A. L. Ward, 1411 Santa Fe Building, Dallas, Texas, director of the educational service of the cottonseed products associations of the South. The pamphlet is attractively illustrated, and should be in the hands of everyone using these standard products in his feeding operations.

### DIET FADS CONDEMNED

Advice was recently given by Dr. William Muhlberg, vice-president and medical director of the Union Central Life Insurance Company, for healthy men and women to "stop counting calories" and "do less worrying about vitamins." "Too much worry about diets" is often a contributing factor in digestive disorders, Dr. Muhlberg maintains.

"Eating should be a pleasure, and the pleasure should not be curtailed by trying to follow ridiculous diet fads," he says. A healthy appetite is normally the best stimulant for digestion.

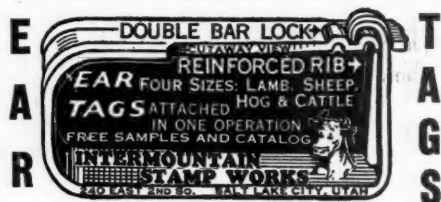
"Wholesome meats and potatoes, coupled with fruits, cereals, milk, eggs, and vegetables, should be satisfactory for any average, normal, healthy person. These articles will supply abundant calories and vitamins. Any man or woman who cannot maintain health on that sort of diet should consult a physician—not a food faddist or non-professional dietetic theorist.

"The notion that meat, because its color is red, induces high blood-pressure has been pretty generally exploded. Races that depend almost entirely upon meat—such as the northern Eskimos, for example—have been found to suffer less from high blood-pressure than some of the more 'civilized' races who work their systems into a frenzy of excitement over freak diets and taboos.

"Protein food is an essential element in our diet, and in no food is protein found in more digestible or assimilable form than in meats and milk."

**Soup in Embryo.**—Diner—"What on earth is this broth made from, waiter? Surely it isn't chicken broth?"

Waiter—"Well, sir, it's chicken broth in its infancy. It's made out of the water the hogs were boiled in."—Tit-Bits.



## ROUND THE RANGE

### GOVERNMENT RANGE AND LIVE-STOCK REPORT

Generous precipitation and moderate temperatures during November improved range and live-stock conditions over wide areas of the West, especially on the Pacific coast. On the whole, however, the situation remains much below normal, according to the December 1 report of the Denver office of the Bureau of Agricultural Economics. A prolonged spell of severe winter weather would cause heavy stock losses in most states. In many places it appears that the available feed supplies are insufficient to carry through the numbers of live stock that have been held over.

Details by states follow:

**Arizona.**—Ranges, improved somewhat locally, vary from poor to good; cattle condition fair, but hard winter will cause heavy losses; sheep in good flesh, with lambing in progress in irrigated sections; hay and other feeds getting short.

**California.**—Remarkable improvement in range and pasture situation during November, as result of rain and favorable temperatures; prospects excellent for wintering stock, but more moisture needed to insure continued growth of vegetation; most live-stock in good condition.

**Colorado.**—Range and pasture short throughout eastern portion of state, with slight improvement on western slope; shortage of roughage and other feed indicates need of additional reduction in cattle numbers.

**Idaho.**—Winter ranges improved somewhat by recent moisture; mildness of weather has helped conserve feed supplies; hay generally ample; live stock in fair condition except in drought sections.

**Kansas (western).**—Condition of cattle still much below normal; further curtailment of cattle numbers seems necessary; shipments from areas of short feed to wheat pastures in south-central part of state continued.

**Montana.**—Range and live stock improved with mild weather, but range feed still poor, except in western third of state; stock water and hay short in central and southeastern sections.

**Nebraska (western).**—Range and pasture slightly improved, but still poor; available feed for live stock short; cattle in fair condition; movement still heavy.

**Nevada.**—Condition of range and live stock far below normal, though somewhat improved by November moisture;

hay supply short; probably more stock being held than can be wintered.

**New Mexico.**—Condition of range lowest on record; limited supply of winter-wheat pasture in east; early snows in northwest will necessitate shipping in additional feed.

**North Dakota.**—Ranges and pastures very poor; live stock thin and not in condition to withstand severe weather; much saving of feed effected by mild weather so far, but apparently too many animals being carried over.

**Oklahoma.**—Native ranges declined further during November; cattle in poorest condition ever recorded, but excellent wheat pasture in central and south-central areas promises improvement in those sections.

**Oregon.**—Ranges generally in good shape, due to November rains; live stock approaching normal condition; sufficient feed on hand for winter in northern and western areas; in other sections, short.

**South Dakota (western).**—Ranges slightly improved, but remain poor and short; live stock very thin; hay and other available feed insufficient to carry through winter.

**Texas.**—Beneficial rains and snow over large parts of state during November furnished much-needed moisture, but more required to insure winter grazing; drought unbroken in west and on most of Edwards Plateau; heavy shipments of cattle and sheep have continued, but in most sections ranges are still too heavily stocked for feed available.

**Utah.**—Ranges improved slightly by snow, but still in poor condition; live stock generally in poor to fair flesh, but feed supplies inadequate to carry present numbers; feeding of concentrates to breeding ewes has started on desert.

**Washington.**—Plentiful rains fell in November, and range and live stock generally in very good condition; abundance of hay and other feed on hand in many areas.

**Wyoming.**—Range and pastures very short of feed; available feed supplies insufficient to carry present live-stock numbers through adverse winter without heavy losses; both cattle and sheep in fair to good condition.

### STOP BILL CLARK!

BILL CLARK, seventeen, of 2715 Tenth Avenue, North, Seattle, Washington, has cut loose from the parental moorings and is reported to be looking for work on a cow ranch. If he applies to you, please treat him kindly, and then telegraph his father, DeWitt Clark, at the above address, collect, as the boy is wanted at home.



# Only a Buffalo Robe



**T**HEIR hides could be shipped back East and sold, so millions of bison were killed in the West long years ago. The buffalo meat, valueless because it could not reach consumers, was wasted.

Today meat animals on American farms far outnumber the buffalo of old, and every head can be converted into meat and have a market as wide as the country.

Swift & Company serves by closing the old gap between livestock on the soil and wholesome meat on the fire. Every day, this company buys cattle, hogs and lambs for cash. Every day it prepares and refrigerates the meat from these animals.

Fine Swift products are delivered quickly, at their best, to retailers

through branch sales houses or through railroad car routes that reach thousands of towns. Wherever demand exists, Swift & Company is there, ready to fill it.

Because it sells widely, this company buys much. It has had its part in the perfecting of a system that assures that any good head of livestock will not be sold for its hide alone. Swift service brings the producer and the consumer together to the benefit of both.

This service is the outgrowth of an experience of 50 years and is being maintained efficiently and economically. Swift & Company's profits, from all sources, have averaged only a fraction of a cent a pound over a period of years.

## Swift & Company

*In daily touch with every meat, poultry and dairy consuming city, town, and hamlet in the United States.*

**SHIP  
YOUR STOCK  
TO  
CHICAGO  
THE  
LIVE STOCK MARKET  
OF THE WORLD**